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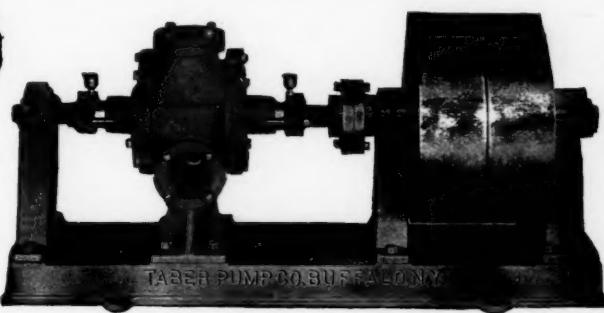
NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

FEBRUARY 26, 1916

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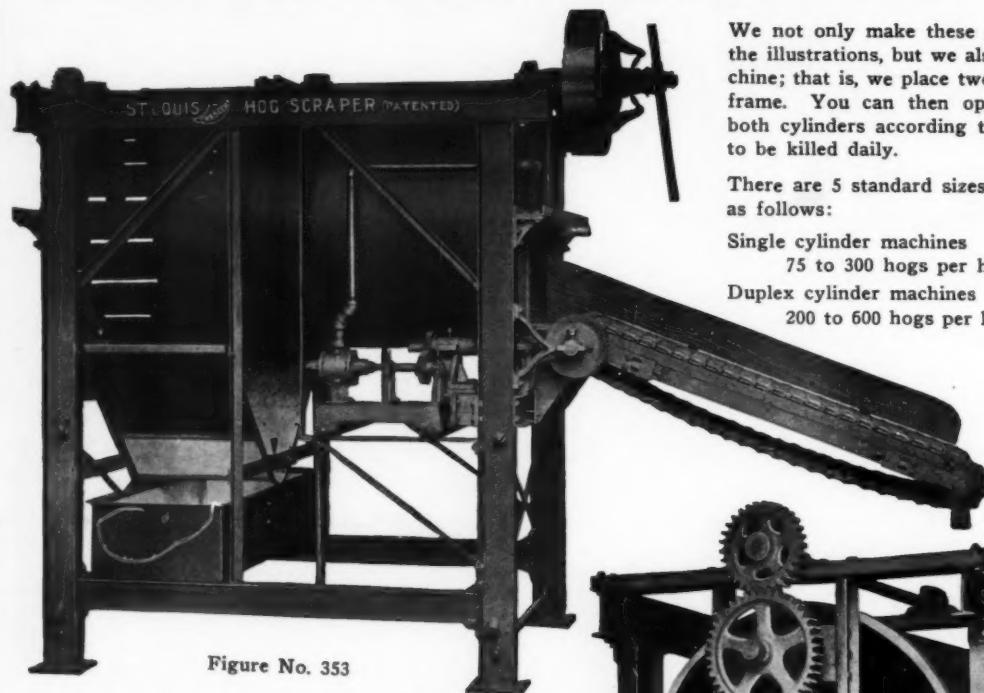


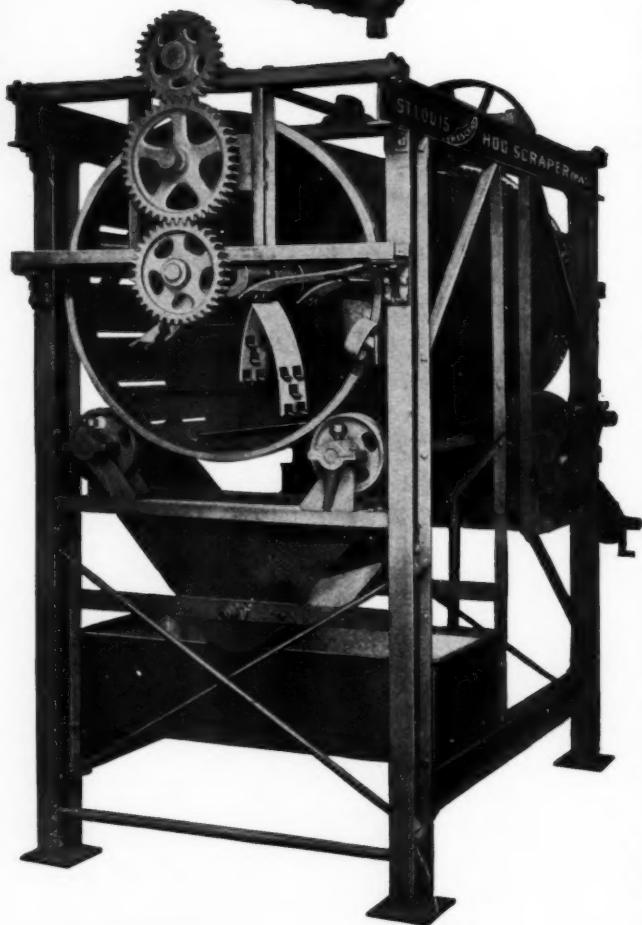
Figure No. 353

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# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

PUBLISHED EVERY SATURDAY

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No. 9.

## COMMISSION ALLOWS MEAT FREIGHT INCREASE

### Decision of Significant Interest to the Meat Packing Industry

The Interstate Commerce Commission has granted the petition of the railroads to substitute third-class rates on dressed beef cuts from New York and other Atlantic seaboard cities to St. Louis and East St. Louis for the carload commodity rates previously in force. This decision vacates the suspension order of May 26, 1915, which was the result of the complaints filed by Swift & Company and Armour & Company. The vacation of the suspension order will take effect on March 15.

As previously set forth in The National Provisioner, this action means that the rate hereafter will be 61.4 cents per 100 pounds, instead of the 50 cent rate which had prevailed since December 1, 1912, which rate was automatically raised to 52.5 cents by the Five Per Cent. Case and the Eastern Live Stock Case (36 I. C. C. 675).

In regard to the great stress laid upon the comparisons of the ton-mile revenue yielded by the rates in question, the commission preferred to be guided by car-mile earnings, which it declares in the decision "have long been considered of greater force." The commission concludes that the records show no reason why the rates on dressed beef cuts to St. Louis should be on a different basis than the rates on the same commodity from the same points of production in the same direction to the same general territory of destination.

Commissioner Meyer, writing the decision, said:

"The westbound commodity rates here under consideration were established upon the application of a packer who expected to ship a considerable tonnage from New York to Dallas and Fort Worth, Texas, using the 50 cent rate to St. Louis and a rate of 47½ cents beyond. Although the latter rate was never established, the rates to St. Louis have been used for local shipments of surplus products of kosher slaughtering plants in the East to St. Louis and also to points further West. Subsequent to the removal of the import duty on beef in the fall of 1913, and prior to the outbreak of the European war, the commodity rates were also used for the transportation of the movement under these rates. The carriers insist that only 60 carloads were transported from December 1, 1912, to October 15, 1915, while according to protestants at least 200 carloads per annum have moved on these rates from Eastern points to St. Louis and beyond."

The decision pointed out further:

"The present commodity rates apply westbound and move a very small tonnage compared with that moving eastbound. The

large eastbound tonnage has certainly had its effect in the establishment and maintenance of the level of eastbound rates. The record discloses no relationship in westbound rates between fresh meats and livestock, nor is any westbound movement of livestock shown.

"It is urged that with the cessation of the European war there will be a large increase in movement under the suspended rates due to imports of South American meats and that sooner or later the westbound movement will probably equal that eastbound. This, however, is prophecy.

"The record reveals no reason why the rates on dressed beef cuts to St. Louis should be on a different basis than the rates on the same commodity from the same points of production in the same direction to the same general territory of destination. The third class rates, which will become effective upon cancellation of the commodity rates herein involved, are in harmony with the general adjustment of rates westbound. Both protestants and respondents were under the impression that under the class rates a carload minimum of 21,000 pounds is provided for fresh meats. Tariffs on file with the commission indicate, however, that the minimum weight is 20,000 pounds, the same as that provided in the present schedules. A minimum weight of 21,000 pounds is not objected to by protestants."

### A Decision Which May Point the Way.

This decision is of great interest to the entire meat packing industry, as indicating the attitude of the regulating authority on the whole question of freight rates. The Commission has already indicated its opinion that rates should be based on transportation cost, without regard to commercial conditions, a view which has in its elements of great danger for the shipper.

### EXPORTS OF MEAT PRODUCTS.

Exports of meat and dairy products for the month of January, according to government estimates just issued, were 3 million dollars greater in value than for the same month a year ago, in spite of the fact that war shipments were in full blast at that time. Exports for the seven months since July 1 last aggregated in value 53 million dollars greater than for a like period a year ago. They totalled \$135,486,598 for the seven months, and \$21,050,124 for the month of January alone.

A year ago the great volume of exports was fresh beef, etc., for foreign army use, and lard exports were also large. This year's movement shows less beef going abroad, but greatly increased exports of hams, bacon and

cured pork. A synopsis of exports for January, compared to a year ago, is as follows:

	Jan., 1916.	Jan., 1915.
Beef, canned, lbs.	1,158,053	7,746,900
Beef, canned, value	\$236,451	\$1,225,397
Beef, fresh, lbs.	10,329,723	15,426,313
Beef, fresh, value	\$1,183,088	\$1,229,202
Beef, pickled, etc., lbs.	3,321,224	2,428,447
Beef, pickled, etc., value	\$338,944	\$283,472
Oleo oil, lbs.	5,693,511	4,906,904
Oleo oil, value	\$687,395	\$600,659
Bacon, lbs.	49,726,752	27,150,678
Bacon, value	\$6,898,029	\$3,517,089
Hams and shoulders, lbs.	24,020,825	17,916,611
Hams and shoulders, value	\$3,637,535	\$2,558,544
Lard, lbs.	33,571,496	55,422,424
Lard, value	\$3,671,080	\$6,185,930
Neutral lard, lbs.	2,677,844	2,177,110
Neutral lard, value	\$303,728	\$236,571
Pork, pickled, etc., lbs.	20,495,091	3,281,493
Pork, pickled, etc., value	\$2,315,529	\$355,642
Lard compounds, lbs.	3,659,006	5,068,321
Lard compounds, value	\$336,057	\$414,796
Total value	\$21,050,124	\$18,145,328

For the seven months since last July the export totals are as follows, with comparisons:

	7 mos. end'g	7 mos. end'g
Beef, canned, lbs.	25,550,805	36,795,515
Beef, canned, value	\$3,950,535	\$5,988,881
Beef, fresh, lbs.	30,683,378	43,246,280
Beef, fresh, value	\$16,526,511	\$5,280,780
Beef, pickled, etc., lbs.	26,832,935	14,653,414
Beef, pickled, etc., value	\$2,784,436	\$1,515,845
Oleo oil, lbs.	57,508,523	38,443,699
Oleo oil, value	\$8,019,015	\$4,270,678
Bacon, lbs.	319,796,286	123,123,858
Bacon, value	\$42,894,474	\$17,255,400
Hams and shoulders, lbs.	145,023,331	76,520,789
Hams and shoulders, value	\$20,759,634	\$11,545,207
Lard, lbs.	213,920,025	258,015,556
Lard, value	\$22,045,344	\$28,622,129
Neutral lard, lbs.	19,458,502	9,482,504
Neutral lard, value	\$2,133,923	\$1,082,247
Pork, pickled, etc., lbs.	67,507,220	20,382,819
Pork, pickled, etc., value	\$7,300,326	\$2,258,483
Lard compounds, lbs.	28,237,288	35,270,311
Lard compounds, value	\$2,612,522	\$3,027,935
Total value	\$135,486,598	\$82,731,278

### PACKERS AND LIVESTOCK PRICES.

Reports from Washington state that on Wednesday of this week Congressman Borden introduced an amended resolution calling for a Federal Trade Commission investigation of the packers and their relation to livestock prices. He introduced this resolution some weeks ago, but it was not considered broad enough, evidently. So he withdrew it, patched it up and reintroduced it this week.

The latest form of the resolution calls for "an investigation of Armour & Co., Cudahy Packing Co., Morris & Co., Swift & Co. and other individuals, firms and corporations engaged in the slaughter of meat animals and the packing and sale of resultant products, and also of corporations, auxiliary to their operations, including, among other things, stock yard companies, car holding companies, terminal railways and financial institutions that lend money on livestock paper, in respect to any act, combination, agreement or conspiracy to restrict, depress or control the price paid for meat animals, or to restrict commerce in meat animals or the products resulting from the butchering of such animals."

February 26, 1916.

## MARKET FOR COOKING FATS IN SOUTH AMERICA

### Uruguay, Venezuela and Colombia as Field for Export Trade

Development of our export business with South American countries has been a trade slogan for some time past, especially since the outbreak of the European war and the consequent opening up of much larger opportunities for doing business with those countries, which formerly traded largely with England, Germany and other European countries.

In the field of meat products South America has resources sufficient for itself in most regards, although the market for many finished products might be cultivated. The cottonseed products trade has turned to South America recently, and largely increased exports of cottonseed oil to that part of the world have followed.

The Federal Department of Commerce is endeavoring to stimulate export trade interest everywhere, and to furnish all possible information. Recently the subject of a market for cooking fats in South America has been taken up, and an interesting series of reports made available to the trade.

The first three articles, dealing with Argentina, Brazil, Chile, Peru and Ecuador, appeared in recent issues of The National Provisioner. The fourth, relating to Uruguay, Venezuela and Colombia, is given here. Consul Herman L. Spahr writes from Montevideo:

#### Uruguay.

In Uruguay high-class hotels and restaurants cook with lard, the others with tallow. Some bakeries also use tallow. It is estimated that beef tallow comprises 80 to 90 per cent. of the total sales of cooking fats to retail grocers and to the bakery and manufacturing trade. There are three large manufacturers of tallow in Uruguay, whose products sell as follows:

Palmitina brand:

	To jobber.	To retailer.	To consumer.
Can of 5.5 lbs...	\$0.72	\$0.75	\$0.83
Can of 11 lbs...	1.34	1.40	1.45
Can of 22 lbs...	2.27	2.48	2.69
Fray Bentos brand:			
Can of 11 lbs...	1.40	....	....
Can of 22 lbs...	2.69	....	....
Can of 44 lbs...	5.06	....	....
Caracu brand:			
Barrel of 220 lbs.	17.58	22.75-23.78	

Cans of 40 kilos net (88 pounds) of Palmitina cost the jobber \$2.38 per 10 kilos (\$0.08 per 100 pounds), the retailer \$0.235 per kilo (\$0.107 per pound), and the consumer \$0.27 per kilo (\$0.122 per pound). A barrel of Caracu tallow sells at \$16.54 for export.

Hog fats prepared by pork butchers are sold to jobbers at \$0.43 per kilo (\$0.195 per pound) in 10 and 18 kilo tins (22 and 40 pounds), \$0.45 for a 1-kilo tin (\$0.204 per pound), and \$0.23 for a half-kilo tin (\$0.104 per pound). Corresponding prices to retailers are \$0.213, \$0.236, and \$0.132 per pound. Ten-pound tins sell at \$1.65 each to wholesalers and \$1.86 to retailers. The manufacturers sell only to the wholesale trade, the pork butchers to the wholesale and the retail trade.

Imports of beef tallow through the port of Montevideo in 1912 amounted to 2,692 pounds, valued at \$189, and of hog fats, to 6,508 pounds, valued at \$855.

Vice Consul Carl P. Sutherland of Maracaibo, reports as follows:

#### Venezuela.

The only cooking fats used in this district to any extent are lard and olive oil, lard representing probably 75 per cent. of the total. Much of the lard used is of native manufacture. All imported goods handled by the retailers, of whom there are 500 in this city, are obtained from wholesale dealers.

No retailers do business on a sufficiently large scale to import their own goods. Their places of business usually are corner stores about 16 feet square, or stands in the public market. They sell to a class of people so poor that they often buy 2 cents' worth or less.

The bakeries use lard almost exclusively. Owing to the financial distress of the masses of the people, only plain bread is baked, except for special occasions. The fancy baking usually is done by private persons, who sell to regular as well as occasional customers.

The price of lard to wholesalers is 13 cents per pound in New York. It sells to the retailers here for 27 cents per pound and to customers for about 30 cents. Olive oil is purchased by the wholesalers for 16 cents per pound in Italy, sold to retailers here for 24 cents, and to customers for about 30 cents.

For the fiscal year ended June 30, 1914, imports of olive oil into Venezuela were valued at \$119,381, as compared with \$115,095 in 1912-13. Of the 1913-14 imports, \$49,120 worth came from Spain, \$11,218 worth from France, and \$38,503 worth from Italy. Imports of lard, mostly from the United States, were valued at \$84,639 in 1913-14, as compared with \$365,528 in 1912-13.

The olive oil imported into Maracaibo during the first six months of 1914 amounted to \$16,879, compared with \$10,785 in the corresponding period of 1913. In the 1914 period only \$304 worth came from the United States. During the first half of 1914 lard imported at Maracaibo was worth \$2,736, against \$8,414 in the corresponding period of 1913. All the lard was purchased in the United States.

Consul Thomas W. Voetter, of La Guaira, reports that the cooking fats usually sold by the retail grocer are lard, imported from the United States, and olive oil, imported from Spain or Italy. In some places a cottonseed oil manufactured at Valencia is sold, and a small supply of lard is rendered from native hogs. The bakeries in Caracas and La Guaira use lard almost exclusively. Oil has been tried, but the results were not as satisfactory.

#### Kinds of Fats Used and Prices.

The lard bought for the Venezuelan trade is purchased chiefly through commission houses in New York, but some of the houses have direct dealings with the representatives of the packinghouses. The prices therefore follow the fluctuations of the New York market. Importers are now (July, 1914) selling American lard to the retailers at about \$20 per 100 pounds and retailers are selling at about 26 cents per pound. The best-known brands are La Torre and Primera.

The brands of olive oil that have a large sale are shipped from Seville and are known as Luca de Tena and Carbonelly. These cost

\$13.70 per case of eight 11-pound tins to the importer and are sold by him to the retailer at \$14.67 per case. A higher grade of olive oil, imported from Barcelona, costs the importer \$15 per case and sells to the retailer at \$16.21 per case. Well-known brands of this grade are M. Porcar y Tio and G. Sensat.

The Seville oil and some Italian oil of about the same grade are used both for the table and for cooking. The Barcelona oil is generally used for the table. Some French oil is imported, mostly in bottles for table use. Retail prices are 15 to 20 per cent. above wholesale.

There is not a hard-and-fast distinction between the wholesale and retail trade; many of the wholesale houses and importers have retail departments. Many retailers also import direct.

Consul Herbert R. Wright, of Puerto Cabello, says that lard is imported almost exclusively from the United States by the wholesale provision houses in Puerto Cabello, and is used only by the better class of families. The ordinary retail provision houses do not keep the foreign lard for sale, because there is not sufficient demand for it. Foreign lard sells at \$23.16 per quintal of 101.4 pounds; native lard for \$15.44 per quintal. The native lard, which is sold in liquid form, is universally used by the bakers and small manufacturers.

#### Colombia.

The principal cooking fat imported into Colombia, reports Consul Isaac A. Manning, of Barranquilla, consists of pure lard from the United States. Formerly a good deal of compound lard was imported, but under the tariff law adopted in 1913, the duty including surtaxes, on "artificial lard" was placed at 35 cents gold per kilo (15.9 cents per pound) and on butter and oleomargarine at 17 cents per kilo (7.7 cents per pound), gross weight.

On cottonseed oil, the duty was placed at 10 cents per kilo (4.5 cents per pound), while on pure lard the tariff charge is only 8 cents per kilo (3.6 cents per pound). Under this condition importers could gain nothing by purchasing inferior grades.

All the lard brought in is American. The price per 100-pound case was \$11.80 in April, 1914, and \$10.95 in July, 1914, f. o. b. New York. A case of twenty 4½-pound tins costs in New York about \$12.95, and freight and duty bring the price up to \$17 or \$18 c. i. f. Barranquilla. These are sold at \$21 per case wholesale and at retail realize about \$24. In barrels of 100 pounds one importer figured out a cost of \$18.20 c. i. f. this city, a sale to the wholesaler at \$20 and to the retailer at \$22. The cheaper grades brought here cost about \$17 or \$17.75 per case of twenty 4½-pound tins.

Importation is made usually by jobbers, who supply the retail trade, and the retailers usually supply the bakers, who buy from day to day. Lard made in the country probably constitutes 30 per cent. of the total consumption in the towns and cities. The principal importers in Barranquilla supply the river steamers and wholesalers throughout the country.

#### THE PLACE FOR BARGAINS.

Packinghouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department on page 48.

## REVIEW OF FOREIGN MEAT TRADE

### Effect of War on British and Other Markets

By W. Weddel & Co., Ltd., London, England.

[EDITOR'S NOTE.—As a leading figure in the world's traffic in frozen meats the annual review of the trade situation by Weddel & Company is of interest to all readers of *The National Provisioner*. The changes wrought and conditions brought about by the Great War make this year's annual review of special interest.]

(Continued from last week.)

#### Conditions on the Continent of Europe.

The conditions which obtained twelve months ago in the Continental markets interested in the importation of frozen meat were essentially war conditions; and during the year under review these became accentuated by the adhesion of Italy to the cause of the Allies. To that country, as to France, the advent of war under modern conditions rendered the importation of frozen meat a necessity. It is not surprising to find, therefore, that, as the world's supplies were virtually in the hands of Great Britain, something in the nature of an "entente" was arrived at in the matter of supplying the allied armies with this commodity.

The measures taken by the French Ministry of War, in conjunction with the British Government, to ensure ample supplies for the provisioning of the troops on active service, obviated, to a large extent, the crisis which was threatened in their home position by the sweeping requisitions of home-bred cattle at the beginning of the war.

The prices of meat in the wholesale trade rose during the winter of 1914-15 to a level which largely restricted civilian consumption. By organizing the importation of frozen meat the use of home-fed cattle for military requirements became reduced to comparatively small volume. The cattle herds of the country, favored by a good season, speedily recovered from the effects of the early requisitioning measures, and during the latter half of 1915 the supplies marketed were in excess of the normal figures.

As a consequence, wholesale prices were relatively low, but the retailers maintained their selling prices practically at the high rates established in the winter of 1914. Although the prohibitive duties and restrictive sanitary regulations imposed upon frozen meat were suspended from the beginning of the war, the moderate level of wholesale prices recently ruling in the French markets prevented any large importation of frozen meat for civil requirements. Small quantities were, it is true, marketed in Paris, but the results were not very encouraging to the importers.

#### Meat Supply for France.

No official figures of the aggregate importations into France have been published, but the principal source of supply was South America. The relatively small contracts for Australian meat, made direct with the French Government, were taken over and supplied by the British Government. Frozen meat from Canada, the United States, Venezuela, Brazil, Patagonia, Madagascar, Senegal, South Africa and China also reached French ports during the year.

New cold stores have been erected in various centers, including large stores in Paris, Dunkirk and Dijon, all of which are being used by the military authorities. In addition to these, a number of smaller stores are being erected in other towns.

Several schemes have been mooted during the past year, and parliamentary bills drafted with a view to encouraging the formation of a French fleet of refrigerated steamers. The number of steamers under the French flag fitted or being fitted for the carriage of frozen meat is still limited; but there is every prospect of an important increase in 1916.

#### The Situation in Italy and Switzerland.

In Italy during the first six months of 1915 the importation of frozen meat from overseas was reduced to an almost negligible quantity, from causes which are not difficult to discover. It was already evident twelve months ago that Italy had recovered to a great extent her independence of foreign supplies, so that when prices for frozen meat in the world's markets were forced up by the abnormal demand from the belligerent countries, Italy was unable to follow the rise.

During the first six months of the year the imports were restricted to 378 tons. It was some time after the entry of Italy into the war before the first purchases of the war ministry began to arrive, and the total receipts from all sources aggregated up to the end of November some 20,000 tons. Further shipments continued to reach the Italian ports for army purposes up till the end of the year, but the actual figures are not yet available.

The Italian Government is proceeding with the installation of a certain number of enemy steamers seized as prizes in Italian ports. Several other steamers privately owned are also being fitted for this special trade.

In Switzerland at one time it appeared likely that material quantities of meat would pass over the frontiers to the Central Powers, but any business of this sort must have been confined within very narrow limits, as otherwise some advance in prices must have taken place in excess of anything reported. No importations of frozen meat were recorded during the past year.

The impossibility of obtaining any reliable information as to the internal resources of Germany makes it extremely difficult to make any comment of value to those interested in the trade, except that it was officially admitted that very much larger numbers of pigs had to be slaughtered than was desirable in the agricultural interests of the country. It is reasonable to assume that Germany has been unable to get any large supplies of fresh meat from external sources, except from Holland, Denmark and perhaps Serbia, although certain meat by-products may have entered through neutral countries.

#### British Empire's Share in Meat Trade.

The economic problems which will have to be dealt with on broad lines after the war must necessarily include the question of food supplies; and it is almost certain that the problem of how to increase the productivity of the Empire, so as to enable it to supply its own meat requirements for military as well as civilian purposes, will occupy a

foremost place. In view of this, it may be well to take stock of the present relation of the supplies produced within the Empire to the supplies imported from foreign sources, especially in the case of beef.

For this purpose the following table, showing the world's production of meat, frozen and chilled, and the importations into the United Kingdom, comparing the position now with that in 1913 and 1914, may be useful, viz.:

	1913	1914	1915
Beef, Mutton and Lamb, Tons	Tons	Tons	Tons
Production by foreign countries	464,020	482,652	582,395*
Production within the Empire	303,291	317,761	300,263
	767,311	800,413	882,658

	1913	1914	1915
Beef, Mutton and Lamb, Tons	Tons	Tons	Tons
Imports into U. K. from foreign countries	447,433	407,856	374,534
Imports into U. K. from within the Empire	273,228	286,600	289,974
	720,661	694,463	664,508

	1913	1914	1915
Beef Only, Tons	Tons	Tons	Tons
Production by foreign countries	395,755	409,949	524,055
Production within the Empire	103,363	126,784	113,739
	499,118	536,733	637,794

	1913	1914	1915
Beef Only, Tons	Tons	Tons	Tons
Imports into U. K. from foreign countries	380,135	340,525	325,453
Imports into U. K. from within the Empire	79,909	101,440	104,967
	460,044	441,965	430,420

\*Including re-exports of Argentine meat from U. S. A.

Note.—The differences between totals of production and totals of importations into U. K. represent the quantities supplied to other countries.

The war has demonstrated very clearly the importance of frozen beef supplies for army requirements, and the mere suggestion that certain exporters in South America endeavored at one stage to dictate their own terms, under a threat of withholding supplies, did more than any amount of statistics, or expressions of expert opinion, to open people's eyes to the national dangers of the position. Fortunately, the British Government was able to render any such attempt fruitless by commandeering all the British refrigerated tonnage, which, being more than nine-tenths of the whole, gave them absolute control of the trade.

It is manifest, however, that if there had been any considerable amount of refrigerated tonnage belonging to other countries, it might have been impossible to apply that particular remedy effectively. The fact that a number of steamers under the American, French, Italian and other flags are now being insulated proves that other nations are becoming more alive than hitherto to the importance of the frozen meat trade, and the necessity of their possessing independent freight arrangements.

The four American companies operating in the River Plate produced 297,000 tons of beef there, and were also largely interested in 102,000 tons of beef exported from the United States. They therefore handled over half the world's output of beef, and more than three times as much beef as was produced in the British Empire. Moreover, they shipped to the United Kingdom 194,000 tons out of the 326,000 tons received from foreign sources, compared with 105,000 tons from within the Empire. While it is gratifying to have been able to obtain these large supplies from citizens of a friendly power, it is somewhat disconcerting to find ourselves so

(Continued on page 32.)

## PRACTICAL POINTS FOR THE TRADE

(EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special needs of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.)

### HANDLING WEASANDS.

A subscriber writes to The National Provisioner as follows:

Editor The National Provisioner:

In your sausage casing quotations you mention weasands. What is a weasand and how is it obtained?

The weasand is that portion of the intestine of a beef-animal leading from the throat to the paunch. It lies next to the windpipe and is taken from the pluck. After removal it is rinsed with cold water, skinned and put in soak for 30 minutes. Meat adhering to the weasand should be removed and taken to the offal cooler. After the meat is removed the weasand is turned wrong side out, washed, both ends tied, and blown full of air. It is then put in the drying room for 12 hours at a temperature of 120 to 130 degrees Fahr. After drying the weasands are taken out, the ends cut off, and the weasands tied in bundles of 25 each. All weasands ought to be saved in killing. Butchers usually cut about 2 per cent. of the weasands.

### RECIPE FOR HAM BOLOGNA.

A butcher in the Northeast writes as follows:

Editor The National Provisioner:

I am looking for a good recipe for making long ham bologna sausage. Can you give me such directions?

An experienced sausage-making authority furnishes the following directions for this product: Take 60 lbs. of beef and bull beef chopped fine, 4 lbs. of salt and  $\frac{1}{2}$  lb. of saltpetre and put on a bench in a cooler for 2 days. Then add 30 lbs. of lean fresh pork

trimmings, and 10 lbs. of pork fat chopped coarse. Use 4 oz. of pepper, 3 oz. of mace, 3 kernels of garlic, if preferred, and 5 lbs. of cereals. Mix well, stuff in weasands or beef middles, and smoke for about 2 to  $2\frac{1}{2}$  hours until they have a nice red color. Then cook for 20 or 30 minutes, according to the thickness. After cooking put into cold water for 5 or 10 minutes, then hang them up. Be very careful in cooking bologna, especially in the summer time. It must be cooked very thoroughly to prevent it from turning green. Butchers should give this special attention.

### HEARING ON FOOD GUARANTY LABEL.

A hearing on the question of postponement of the effective date of Food Inspection Decision 153, which in substance forbids the use of guaranty legends and serial numbers on labels of foods and drugs in interstate commerce, will be held in the Bureau of Chemistry, Washington, D. C., at 2 o'clock p. m., March 10, 1916.

This decision, issued May 5, 1914, as originally promulgated, was to take effect May 1, 1915. Later, the date on which it was to take effect was postponed until May 1, 1916, with the proviso as to products packed and labeled prior to May 1, 1916, in accordance with law and with the regulations in effect prior to May 5, 1914, that the effective date was postponed until November 1, 1916.

Numerous requests recently have been made to the Department for a further postponement. Those requesting this action represent that manufacturers and dealers still have on hand large quantities of labels printed prior to May 5, 1914, and bearing the guaranty legend and serial number. It is represented that this supply of labels in the aggregate cost many thousands of dollars, and that unless they can be used their owners will sustain a severe loss.

On the other hand, many manufacturers, in expectation of the new regulation's going into operation next May, have already eliminated the guaranty legend and serial number from their labels.

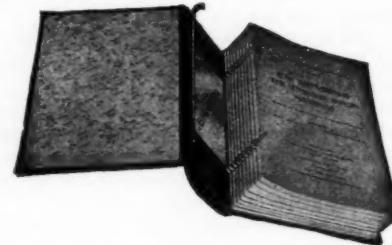
All parties interested in the question,

whether in favor of the extension or opposed to it, are invited to attend the hearing and present such facts as may be material. Those unable to attend in person may submit their views in writing. Communications should be addressed to the Chief of the Bureau of Chemistry, U. S. Department of Agriculture, Washington, D. C.

### SAVE YOUR NATIONAL PROVISIONER.

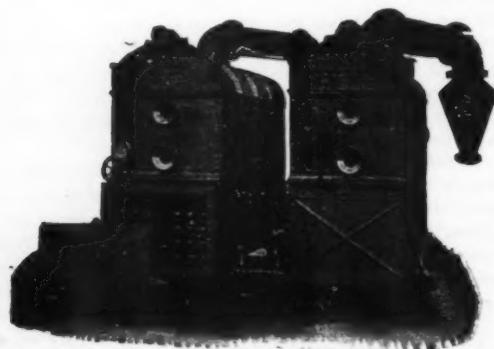
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CHICAGO, U. S. A.

49-25

February 26, 1916.

THE  
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SIZING UP THE SITUATION

A superficial view of things usually leads to superficial judgment, and that sort of judgment does not carry much weight when matters reach the point where the issue must be decided. Newspaper critics usually take a superficial view of the question upon which they are about to pass judgment, perhaps because they really haven't the time to go into it deep enough to get at the roots of it.

Occasionally a press critic is found who weighs matters somewhat more carefully, and whose discernment is more than skin deep. The Saturday Evening Post of Philadelphia is probably the most famous periodical of its class in the world, but not all its readers have discovered the quality of its editorial page. Nevertheless they will give its editorial

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opinions due weight, since it is noted for its fearlessness on all public questions.

Commenting on the complaint of livestock interests that meat packers dominate the livestock markets to the disadvantage of the producers of meat animals, The Saturday Evening Post advances the reasonable suggestion that perhaps the trouble with livestock returns is "complete lack of organization in the growing end, rather than from highly developed organization in the packing end."

Attacks on the packing industry, now revived, have been numerous in the past. What have they brought forth?

"The business of these men has been investigated as thoroughly as any in the country, and the Government's prosecution of them failed," says The Saturday Evening Post. "Their position in the meat trade seems to be a result of free competition, with the ablest competitors naturally coming out on top."

This is a radical statement to make in the face of a public opinion educated to believe that the meat packer is the past master of monopolistic trade methods. But why should not calm reasoning, based on facts, lead to such a conclusion?

The Saturday Evening Post continues:

"As contrasted with the packing industry, the livestock industry is unorganized. A foot-and-mouth epidemic, a short corn crop, or soft corn in a given region, points to a final decrease in the supply of meat animals and ought to be a reason for higher prices. But usually, in fact, its first result is a great rush of stock to market, which lowers prices. To hold livestock, which must be fed daily, involves much expense. The meat market operated unsatisfactorily to growers last year. The question is whether the trouble did not arise from complete lack of organization in the growing end rather than from highly developed organization in the packing end."

These conclusions speak for themselves. They may not satisfy the disgruntled livestock man, who cannot be expected to see himself lacking in any business capacity, of course. But are they not very close to the truth?

TAKING OFF THE DAIRY LID

Introduction in the House at Washington of a resolution for a Congress investigation of filthy conditions in the dairy product industry, coupled with a demand for federal inspection of dairy products, appears to have taken the lid off a boiling pot. Congressman Linthicum of Maryland, the author of the investigation resolution, is taking steps to push the question to a conclusion, and he appears to have considerable support from consumers.

The dairy interests are naturally much disturbed over the new turn in affairs. Hitherto they have been immune from any government regulation worthy the name, either as to sanitary conditions surrounding their industry,

or as to manufacturing methods. The suggestion that their industry be put under regulation similar to that imposed on the meat trade is not welcome to them, for very obvious reasons.

Nevertheless, the movement seems to be under way to secure a much-needed reform in this direction. And in the course of the discussion the public is to be educated as to the filthy and dangerous conditions surrounding the source of its milk, butter, cheese and other dairy foods.

The startling facts rehearsed by Congressman Linthicum in his resolution appear to have startled consumers. They now find what they might have known before, that the Government itself has reported 94.5 per cent. of the creameries of the country insanitary, 61.5 per cent. of the cream used unclean or decomposed, and 72.6 per cent. of the cream made into raw butter in which disease germs retain their virulence for a long time. The government also reports a large percentage of dairy cattle affected with tuberculosis, and that infected dairy products are among the active agents in the spread of tuberculosis, typhoid fever and other infectious diseases.

The resolution calls attention to the fact that dairy products are the most widely used of all human foods, and that dairies and dairy products are not subject to Federal inspection, a condition which is causing growing alarm among consumers.

Therefore the resolution calls for a Congressional investigation to determine the facts, and to see if a system of Federal inspection and supervision of dairies and creameries is not necessary, and if so, to report on the best way to inaugurate and enforce such a system of inspection.

Reports from Washington this week state that Congressman Linthicum has received letters and telegrams of commendation and inquiry from all over the country. He seems to be very busy preparing to push his resolution through. It is reported by the daily press that he has appealed to former Secretary of War Garrison to lead in this fight for clean dairies and dairy products. In a letter to Mr. Garrison he said:

"This is a humanitarian, not a political movement, and it needs your organizing ability and militant sense of civic duty. Help us to mobilize in behalf of the women and children and workers of this country who are entitled to clean food."

This move in an important and long-neglected field of food reform at last appears to be taking on the aspect of a popular issue. The public is slow to wake up to a situation which concerns it vitally, as this does. But once awake the people promise to finish the job. It will be interesting to watch the frantic efforts of the dairy interests to avoid reform and regulation of their industry.

February 26, 1916.

## TRADE GLEANINGS

An abattoir will be built at San Antonio, Texas, by Strasnagel & Piper at a cost of \$4,000.

A plant to consist of four gins will be built by the Gadsden Fertilizer Co., Gadsden, Ala.

The packing plant of Zimmerly Bros. at Kenmore, near Akron, Ohio, has been destroyed by fire.

It is reported that W. T. Bessenotte, of Temple, Texas, will erect a packing plant at San Angelo, Texas.

Plans are being prepared for the Virginia Hide and Fur Co., of Money Point, Va., for the erection of a fertilizer plant.

It is reported that the Marlin Oil Co., Marlin, Texas, will equip their mill for the manufacture of peanut oil and other peanut products.

The establishment of a cheese factory at Miami, Fla., is contemplated by E. V. Blackman, secretary of the Dade County Fair Association.

The Bradford Cotton Oil Co., Guntersville, Ala., has been incorporated with a capital stock of \$25,000 by W. E. Bradford, Lula B. Bradford and Carl L. Schish.

An addition will be erected to the Kurral Packing Co., 22nd and Taylor streets, Baltimore, Md. Structure will be 50 x 75 ft., fire-proof and will cost about \$5,000.

Plans for the completion of a modern packing plant for Bainbridge, Ga., are being perfected. It is reported that the plant will be ready for operation by November.

The Selma Packing Co., Selma, Ala., incorporated with R. H. Agee as president; H. C. Armstrong, treasurer and Morgan Richards, treasurer, will establish a packing plant.

A plant to manufacture peanut oil and meal will be established by the Trio Peanut Oil Co., Arlington, Ga., organized by W. E. Saunders, of Arlington, and C. S. Sealy and C. J. Rambo, of Edison, Ga.

A new enterprise to be known as the Western Meat Company, and conducted by J. A. Hillery, is doing business in the Crescent City Stock Yards, New Orleans, La., with offices in the Live Stock Exchange.

A company with a capital stock of \$200,000 is being promoted by J. D. Chason, Quimby Melton and others to establish a packing plant at Bainbridge, Ga. A capacity of 500 hogs and 75 cattle daily is planned, and it is estimated the cost will be about \$150,000.

The Shady Knoll Poultry Farm, Inc., Nassau, N. Y., to deal in poultry and livestock, has been incorporated with a capital stock of \$25,000. The incorporators are: J. L. Steele, C. W. Snook, Nassau, N. Y., and T. L. Bradbury, 337 West 28th street, New York, N. Y.

A company is being organized for the purpose of establishing a packing plant in Valdosta, Ga. Between \$50,000 and \$60,000 was subscribed by a number of business men in and around Valdosta, and a committee consisting of D. C. Ashley, A. J. Strickland, W. G. Eager, O. K. Jones and H. Y. Tillman was appointed to make a canvass of the city for stock subscriptions.

## DECISION IN AMERICAN CAN CASE.

At Baltimore this week Judge John C. Rose handed down a decision in the Federal District Court in the government's suit against the American Can Company, in which he issued neither decree of dismissal of the case, nor order for the dissolution of the company. Instead he announced that he would retain the bill and would keep his jurisdiction in the matter.

The government sought the dissolution of the company on the ground that it was an illegal combination in restraint of trade under the provisions of the Sherman anti-trust law. Judge Rose found that the company was illegally formed and still is existing under the powers thereby acquired, but with less control of the trade and he doubted the effectiveness or value of a dissolution at this time.

The court found that the company had not been guilty of vicious practices within the last few years, but that some of the government's charges of unfair practices in the past were sustained. Others, however, were not sustained. The court reached the conclusion that at present he would render no decree, but would retain jurisdiction, with the right of the government to ask further remedy if there should be a "renewal of monopolistic or restraint of trade practices."

Before announcing his conclusion Judge Rose stated that he was "frankly reluctant to destroy so finely adjusted an industrial machine as the record shows defendant to be, yet the government, too, has its rights and has thus far been properly insistent upon them."

Judge Rose's decision is an entirely new and novel one. United States law officers said it was the first of its kind in a case of this nature ever rendered.

The government's bill of complaint, filed in Baltimore nearly two years ago, charged the American Can Company and its officers with violating the Sherman law by absorbing competitors and can-making machinery concerns, fixing prices and driving independent manufacturers out of the field.

In addition to the parent concern and nine subsidiary corporations, including the American Sheet & Tin Plate Company and the Hawaiian Pineapple Company of Honolulu, there were twenty-seven individuals included in the suit.

## HE MIGHT ENTERTAIN IT.

A. J. Williams, superintendent of the hotel and restaurant department of the I. Cahn Company, at 456 Ninth avenue, while shipping out a big bunch of five-pound flat-bone steaks recently, asked a darkey who was an interested spectator: "Sambo, do you think you could manage one of these for your breakfast?" The darky grinned, showing a beautiful set of ivories, and replied, "Well, boss, I dunno if I could manage the hull of it, but Ah suttinly could entertain it some!"

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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Prices Steady—Values Maintained—Shipments Good—Distribution Liberal—Exports Large—Hog Movement Maintained.

The position of the provision market has continued very steady. There has been a small but steady improvement in values. There is no pressure on the market apparently and from reactions there has been quick recovery. The shipments of product from Western shipping centers continue excellent. Last week equal to about 23,000 cases of lard were shipped from Chicago, and the shipments of other product were excellent. The fresh meat shipments were 11,000,000 lbs. in excess of last year, and the cured meats 8,000,000 lbs. in excess of last year.

Rather curiously the shipments of lard from Chicago were 1,500,000 lbs. less than a year ago in face of the heavy shipments of other product. When it is considered that ribs are over 1½c. a lb. higher than last year, and pork \$3 a bbl., while lard is practically unchanged, the distribution of lard is quite surprisingly small. The position of lard still continues to be extremely unsatisfactory from the position of distribution. In view of the extraordinary price of cotton-seed oil and the high price for compound lard, this is very interesting. Compared with last year, spot oil is \$9.85@10, compared with \$7.10@7.25 a year ago, and compound lard is 10%@10½c. against 8%@5½c. a year ago. May lard is just about the same as last year.

The demand for meat is, of course, due largely abroad to the war conditions, and to the fact that stocks of animals were greatly reduced the early part of the war and there is persistent necessity for increased supplies of meats. The exports the past week were slightly over 22,000,000 lbs. of meats, and the total since November 1 has shown an increase of 105,000,000 lbs. over the preceding year, with the grand total to date 276,000,000 lbs. Exports of lard for the week were better than they have been, amounting to 10,510,000 lbs., but the season's total shows a decrease of 37,600,000 lbs.

The movement at the West has been liberal again and the packing continues to exceed last year. The receipts of hogs at the leading points for the past week were 653,000, against 516,000 a year ago. There was also an increase in the movement of cattle and sheep. The average weight of the hogs coming to market have materially improved, although still lower than last year. The average for the week just past was 206 lbs., against 226 a year ago and 224 lbs. in 1914.

The situation in the provision market does not change to any material extent daily. There is a very firm tone all through and with the war conditions at present, the feeling is very strong that the market will not show any material reactions. The demand for product is so persistent from the other side, and the demand for domestic account also so good, that the stocks of meats are not accumulating in a depressing way, not

withstanding the large movement of hogs, while the disappearance of lard is also very good. Speculative interest in the market continues such that prices recover quickly from reactions, and there seems to be a position of confidence which is very encouraging.

In view of the demand, much depends on the spring movement of hogs. The packing for the past week was 822,000, against 814,000 last year, and since November 1 the total packing has been 13,842,000, against 11,747,000 last year. This increase is not a fair comparison of the results, owing to the fact that weights have been lighter than last year right along, and therefore the yield per hog has been less than a year ago. On the other hand the distribution has been heavy. Shipments of meats have been vastly in excess of last year from packing centers, and there has been some increase in the shipments of lard.

In regard to the question of relative feeding results compared with a year ago, prices for hogs have been a good deal higher than last year, the average recently has been nearly 1½c. per lb. over a year ago, while feeding stuffs have not been as high as a year ago. This is naturally making for better financial returns to the feeders and to the farmers generally, which at this time of the year will give encouragement toward the maintaining or increasing the number of stock available for next fall and winter.

**LARD.**—The market is very firm but quiet. Supplies are not pressed, but local demand has been moderate. City steam, 10@10½c., nom.; Middle West, \$10.25@10.33, nom.; Western, \$10.30@10.35; Refined Continent, \$11.30, nom.; South America, \$11.40, nom.; Brazil, kegs, \$12@12.40; compound, 10%@10½c.

**PORK.**—The market has been very steady

all the week, but quiet. Mess is quoted at \$21, nom.; clear, \$20@22.50, nom.; family, \$21.50@23.00.

**BEEF.**—The position of the market continues a very firm one. Supplies are small and there is no pressure to sell. Family, \$18.50@19.50, nom.; mess, \$17@17.50, nom.; packet, \$17.50@19, nom.; extra India mess, \$29@30.

SEE PAGE 29 FOR LATER MARKETS.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to February 23, 1916:

**BACON.**—Bermuda, 1,976 lbs.; British West Indies, 20 lbs.; Cuba, 124,614 lbs.; Dutch West Indies, 188 lbs.; England, 3,394,495 lbs.; France, 422,247 lbs.; French Africa, 10,327 lbs.; Gibraltar, 144,226 lbs.; Italy, 26,541 lbs.; Mexico, 54 lbs.; Newfoundland, 39,900 lbs.; Norway, 58,650 lbs.; Sweden, 76,597 lbs.; Trinidad, Island of, 1,368 lbs.

**HAMS AND SHOULDERs.**—Bermuda, 3,205 lbs.; Brazil, 909 lbs.; British West Indies, 1,092 lbs.; Cuba, 10,077 lbs.; Danish West Indies, 93 lbs.; Dutch Guiana, 985 lbs.; Dutch West Indies, 385 lbs.; Ecuador, 199 lbs.; England, 1,561,226 lbs.; French West Indies, 3,844 lbs.; Greece, 918 lbs.; Haiti, 658 lbs.; Morocco, 509 lbs.; Newfoundland, 14,040 lbs.; Nicaragua, 100 lbs.; Panama, 208 lbs.; Scotland, 29,000 lbs.; Venezuela, 3,399 lbs.

**LARD.**—Bermuda, 315 lbs.; British West Indies, 262,972 lbs.; Canary Islands, 500 lbs.; Colombia, 17,241 lbs.; Cuba, 2,100 lbs.; Danish West Indies, 228 lbs.; Dutch West Indies, 160 lbs.; England, 1,219,038 lbs.; France, 580,485 lbs.; French West Indies, 9,300 lbs.; Haiti, 39,252 lbs.; Italy, 47,371 lbs.; Jamaica, 138 lbs.; Mexico, 120 lbs.; Norway, 74,400 lbs.; Spain, 11,189 lbs.; Sweden, 207,907 lbs.; Trinidad, Island of, 100 lbs.; Venezuela, 5,275 lbs.

**LARD COMPOUNDS.**—Bermuda, 867 lbs.; British Guiana, 5,000 lbs.; British West Indies, 3,611 lbs.; Cuba, 218,552 lbs.; Danish West Indies, 896 lbs.; Dutch West Indies, 6,670 lbs.; England, 19,600 lbs.; French West

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**The Heekin Can Co.**  
Sixth Ave. & Culvert St., Cincinnati, O.

February 26, 1916.

Indies, 13,200 lbs.; Haiti, 3,107 lbs.; Jamaica, 200 lbs.; New Zealand, 2,240 lbs.; Philippine Islands, 2,500 lbs.; Scotland, 16,375 lbs.

LARD OIL.—Argentina, 55 gals.; Brazil, 500 gals.; England, 2,500 gals.; France, 410 gals.; Italy, 10,525 gals.; Mexico, 39 gals.

FRESH PORK.—Bermuda, 4,158 lbs.; France, 2,400 lbs.

PICKLED PORK.—Bermuda, 600 lbs.; British Guiana, 10,000 lbs.; British West Indies, 4,800 lbs.; Canary Islands, 800 lbs.; Cuba, 5,200 lbs.; Danish West Indies, 1,200 lbs.; Dutch West Indies, 500 lbs.; England, 180,356 lbs.; France, 15,000 lbs.; French West Indies, 4,700 lbs.; Gibraltar, 12,400 lbs.; Greece, 90 lbs.; Haiti, 6,850 lbs.; Jamaica, 2,400 lbs.; Newfoundland, 23,600 lbs.; Trinidad, Island of, 45,721 lbs.

CANNED PORK.—Argentina, 15,750 lbs.; Australia, 36,105 lbs.; British India, 549 lbs.; British West Indies, 85 lbs.; Canary Islands, 276 lbs.; England, 15,281 lbs.; France, 6,650 lbs.; Gibraltar, 3,000 lbs.; Scotland, 1,800 lbs.

SAUSAGE.—Australia, 1,405 lbs.; Bermuda, 2,483 lbs.; British India, 960 lbs.; British South Africa, 248 lbs.; British West Indies, 160 lbs.; Dutch West Indies, 1,088 lbs.; France, 157,840 lbs.; French West Indies, 605 lbs.; Haiti, 6,940 lbs.; Morocco, 450 lbs.; Newfoundland, 939 lbs.; Panama, 360 lbs.; Venezuela, 1,034 lbs.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to February 23, 1916:

BEEF, PICKLED AND OTHER CURED.—Bermuda, 2,150 lbs.; British West Indies, 4,000 lbs.; Canary Islands, 800 lbs.; Dutch West Indies, 2,504 lbs.; French West Indies, 1,400 lbs.; Jamaica, 750 lbs.; Mexico, 200 lbs.; Newfoundland, 34,550 lbs.; Panama, 1,500 lbs.; Scotland, 15,000 lbs.; Trinidad, Island of, 46,800 lbs.

FRESH MEATS.—Bermuda, 23,407 lbs.; France, 14,864 lbs.

OLEOMARGARINE.—Bermuda, 1,300 lbs.; British West Indies, 1,475 lbs.; Canary Islands, 500 lbs.; Dutch West Indies, 2,686 lbs.; Haiti, 700 lbs.; Jamaica, 100 lbs.

OLEO OIL.—Australia, 226,867 lbs.; Newfoundland, 50,012 lbs.

OLEO STOCK.—France, 7,392 lbs.

OLEO STEARINE.—Honduras, 2,000 lbs.; Venezuela, 21,800 lbs.

ALL OTHER ANIMAL OILS.—Greece, 1,800 gals.

TALLOW.—British West Indies, 115 lbs.; Cuba, 2,900 lbs.; England, 44,300 lbs.; Italy, 2,464 lbs.

CANNED MEATS. (Value).—Australia,

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, February 17, 1916, as shown by A. L. Russell's report are as follows:

Steamer and Destination.	Oil Cakes, Bbls.	Cottonseed Oil, Bbls.	Butter, Pkgs.	Hams, Boxes	Tallow, Pkgs.	Beef, Pkgs.	Pork, Bbls.	Lard, Tcs. and Pkgs.
Adriatic, Liverpool	300	5218		45	20	665	4100	
Baltic, Liverpool		3753		60	50	650	550	
Foyle, Liverpool	500	951				558		
Ardgryfe, London		316			83	750		
Minnehaha, London		125				2000		
Den of Ogl, London		379				722	1330	
Buffalo, Hull		278				825	5000	
Montebello, Hull		1550			179	11214		
Cameronia, Glasgow		1160	220		35	50		
Milford Hall, Manchester	600	99			747	1450		
Veendy, Rotterdam	19677				25		3350	
Zaandyk, Rotterdam	8335							
Sommolsdyk, Rotterdam	13140	2800						
Oscar II, Baltic	2720	100						
Atherstone, Havre		30			166	325	1090	
Suevier, Havre					170	4373		
King Bleddyn, Havre		652			75	2299		
La Touraine, Bordeaux					150	700		
Chicago, Bordeaux		55			150	2743		
Corona, Bordeaux		220			30	332	2345	
Bora, Bordeaux		250			400	900		
Harpagus, Marseilles	1590	430			349	1900		
Taormina, Mediterranean		120						
Total	43872	5699	100	15586	350	266	6415	47044

we wrote you telling of the good work this truck was then doing. From that time until the present date it has been in constant service, excepting the necessary time each year to thoroughly look it over and occasionally a few hours for minor things, a service which we believe all trucks should receive.

"There have been so many improvements in trucks since this one was bought that in some ways it may look a little old-fashioned, but you have only to get on the seat behind the wheel and start the engine when you cease to think about how it looks, as your attention will be wholly occupied with the quietness with which the engine runs.

"In 1912, in addition to the KisselKar four-ton truck, we were using twenty horses. Today we are using four horses and have substituted, from time to time, the following KisselKar trucks: one five-ton, one two-and-one-half ton, one two-ton and one one-ton. We are glad to be able to say they have all started, in that good way, on their 'live-forever' journey.

"When we first commenced to use KisselKar trucks for the transportation of the material we manufacture and deal in we were a little skeptical whether or not we could get to destination, and give our customers as good service with trucks as with horse-drawn vehicles. This, however, did not last long, and today, with 80 per cent. of the orders we receive there comes a request to send it by truck. It is the modern conveyance, if you want the minimum expense and maximum service."

#### EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported up to February 23, 1916:

BUTTER.—Bermuda, 676 lbs.; British West Indies, 1,132 lbs.; Columbia, 100 lbs.; Denmark, 3,184 lbs.; England, 18 lbs.; French West Indies, 12,000 lbs.; Haiti, 9,545 lbs.; Jamaica, 730 lbs.; Panama, 4,998 lbs.; Portuguese Africa, 1,173 lbs.; Sweden, 100,000 lbs.

EGGS.—Bermuda, 30 dz.; Panama, 15,000 dz.

CHEESE.—Bermuda, 112 lbs.; British West Indies, 467 lbs.; Columbia, 60 lbs.; Cuba, 4,436 lbs.; Danish West Indies, 33 lbs.; Dutch West Indies, 323 lbs.; England, 56,800 lbs.; French West Indies, 33 lbs.; Haiti, 1,163 lbs.; Jamaica, 2,304 lbs.; Mexico, 70 lbs.; Peru, 683 lbs.; Trinidad, Island of, 68 lbs.; Venezuela, 86 lbs.

#### LONG LIFE OF A MOTOR TRUCK.

In commenting on their five years' use of a KisselKar truck, the Howard Company of New Haven, Conn., write to the manufacturers suggesting that the name of product be changed. The letter says:

"We are still using our first truck with perfect satisfaction, hauling masons' materials in New Haven and surrounding territory, going from fifty to seventy-five miles each day, so we really do not see why it should not last forever if we give it oil, gasoline and attention. For these reasons we suggest that you call it the Everlasting truck instead of Kissel truck.

"This truck will soon have its fifth birthday, and we thought you might like to know about it. You will recall on March 20, 1912,

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Feb. 19, 1916, with comparisons:

To—	Week ending Feb. 19, 1916	Week ending Feb. 20, 1915	From Nov. 1, 1915, to Feb. 19, 1916
United Kingdom...	335	295	4,266
Continent.....	196	75	1,624
So. & Cen. Am. ....	585	52	8,691
West Indies.....	533	501	19,762
Br. No. Am. Col. ....	479	184	8,348
Other countries... ....	61	.....	434
Total .....	2,159	1,107	43,125

#### MEATS, LBS.

United Kingdom...	20,653,625	11,216,675	198,812,272
Continent.....	879,300	2,375,250	63,385,157
So. & Cen. Am. ....	198,868	6,000	1,285,457
West Indies.....	182,955	123,375	3,448,296
Br. No. Am. Col. ....	36,042	.....	161,537
Other countries... ....	7,015	2,800	337,145
Total .....	21,957,805	13,724,100	267,449,864

#### LARD, LBS.

United Kingdom...	7,302,440	8,402,184	80,770,860
Continent.....	1,381,860	9,172,260	52,077,043
So. & Cen. Am. ....	1,287,897	185,210	15,016,654
West Indies.....	308,482	388,900	7,399,231
Br. No. Am. Col. ....	129,374	6,800	384,976
Other countries... ....	4,470	20,600	796,895
Total .....	10,504,523	18,176,174	156,439,659

#### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,305	14,099,930	5,567,035
Boston .....	384	3,283,575	466,488
Philadelphia .....	.....	536,000	56,000
New Orleans .....	500	198,000	1,330,000
Portland, Me. ....	.....	1,165,000	818,000
St. John, N. B. ....	.....	2,855,000	1,267,000
Total week .....	2,189	21,957,805	10,504,523
Previous week .....	2,217	17,359,191	11,233,623
Two weeks ago .....	2,902	10,594,477	12,918,211
Cor. week last y'r .....	1,107	13,724,100	18,176,174

#### COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '15, to Feb. 19, '16, last year. Changes.

Pork, lbs. ....	8,625,000	5,991,800	Inc. 2,633,111
Meats, lbs. ....	267,449,864	163,673,050	103,776,814
Lard, lbs. ....	156,439,659	194,069,948	Dec. 37,660,280

#### ♦

#### OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

Liver-pool	Glasgow	Rotterdam	Copenhagen
Beef, tierces .....	\$1.25	\$1.25	200c.
Pork, barrels .....	1.25	1.25	200c.
Bacon .....	1.25	1.25	200c.
Canned meats .....	1.25	1.25	200c.
Lard, tierces .....	1.25	1.25	200c.
Tallow .....	1.25	1.25	200c.
Cottonseed oil .....	6.50	7.00	200c.
Oil Cake .....	1.25	95c.	\$1.10
Butter .....	1.50	1.50	225c.
No rates to Hamburg.			

# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—There has been no business of importance in the local tallow market during the past several days and it becomes more and more evident that the feeling of conservatism is spreading and that there is a disposition to proceed slowly at present, despite the realization that all the facts considered, the comparatively high price of tallow seems justified. Much is heard of the well bought up condition of some of the large users, but it is also admitted that the distributors have very little surplus stock on hand. Some attention is being given to the relatively high prices of cotton oil, and also to the predictions of stronger provision markets at the West. At the same time there is enough uncertainty over the general international situation, especially as the United States seems more involved than for some time, to make for a subordination of ordinary influences.

There is very little export business claimed, and the occasional bids are not productive of trades. The London auction sale resulted in offerings of 443 casks of which 171 were sold at prices 2s. 6d. under those of January 19. The freight rate situation is without change, it being difficult to secure space on vessels even when extraordinarily high rates are bid.

Prime City Tallow is quoted at 8½c. nom. and City Specials at 9¼c. loose.

**OLEO STEARINE.**—Light sales have been claimed on the basis of 9¾c. Slow compound lard trade has made for an easier feeling in the oleo stearine market.

**OLEO OIL.**—The trading has been of very limited volume. Prices are steady with demand extremely limited. Extras are quoted at 13@13¼c. and No. 2 at 10c.

SEE PAGE 29 FOR LATER MARKETS.

**COCONUT OIL.**—The market is excited and very strong. The embargo conditions apply to coconut oil and it is impossible to get firm offers from abroad. Stocks are light and quotations nominal. Cochin, 15@16c. in pipes, and 16c. in hhd.; arrivals, —; Ceylon, 13½@14½c.

**PALM OIL.**—The market has shown another strong advance with the situation growing more serious. Supplies here are not large and the embargo firm offers from abroad are unobtainable. Prime red, spot, 10c.; to arrive, —; Lagos, spot 12½@13c.; to ar-

rive, —; palm kernel, 13@14c.; shipments,

**NEATSFOOT OIL.**—The market was firm, but quiet. For 20 cold test, 94@96c.; 30 do., 88c.; water white, 80@82c.; pure, 68@70c.; low grade off yellow, 63@65c.

**CORN OIL.**—There has been another advance in values. Demand continues and offerings are being absorbed at the advance. Prices quoted at \$10@10¼.

**SOYA BEAN OIL.**—With the further advance in other oils prices have been very firm. Stocks are moderate and arrivals light. Spot is quoted at 8½@8¾c.

**GREASES.**—The market is strong but quiet. With other fats advancing, prices for greases are very firmly held. Yellow, 8½@8¾c.; nom.; bone, 8½@8¾c., nom.

### FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totaled nothing, compared to 9,037 quarters last week and nothing two weeks ago. Mutton imports totaled nothing, compared to 28,860 sheep and 16,527 lambs last week. Arrivals included only 11,593 bags of fertilizer material and 62 casks of tallow from South America.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to February 25, 1916, show that exports from that country were as follows: To England, 31,232 quarters; to the Continent, 39,777 quarters; to the United States, 14,292 quarters. The previous week's exports were as follows: To England, 67,872 quarters; to the Continent, 86,754 quarters; to the United States, 6,505 quarters.

### IMPORTS OF FRESH BEEF.

For the week ending February 19, 1916, the Government reports imports of fresh beef at the port of New York amounting to 1,344,392 pounds, the average value according to estimates from the manifests being 9 cents per pound. The previous week's imports totaled 3,155,202 pounds and averaged 9¾ cents per pound.

Are you in need of a competent employee in some branch of your business? You can get him by using the "Wanted" column on page 48.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, February 24.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 13½s.; 10@12 lbs. ave., 13¾c.; 12@14 lbs. ave., 13¾c.; 14@16 lbs. ave., 14½c.; 18@20 lbs. ave., 14½c. Sweet pickled, 8@10 lbs. ave., 13½@13½c.; 10@12 lbs. ave., 13½@13½c.; 12@14 lbs. ave., 13½@13½c.; 14@16 lbs. ave., 13½@13½c.; 18@20 lbs. ave., 14½c.

Skinned Hams—Green, 14@16 lbs. ave., 16½c.; 16@18 lbs. ave., 16c.; 18@20 lbs. ave., 15½c.; 22@24 lbs. ave., 15½c. Sweet pickled, 14@16 lbs. ave., 15½c.; 16@18 lbs. ave., 15½c.; 18@20 lbs. ave., 15c.; 22@24 lbs. ave., 14½c.

Picnic Hams—Green, 5@6 lbs. ave., 9¾c.; 6@8 lbs. ave., 9½c.; 8@10 lbs. ave., 9¾c.; 10@12 lbs. ave., 9c. Sweet pickled, 5@6 lbs. ave., 9½c.; 8@10 lbs. ave., 9½c.; 10@12 lbs. ave., 8½c.

Clear Bellies—Green, 6@8 lbs. ave., 14½c.; 8@10 lbs. ave., 14½c.; 10@12 lbs. ave., 14½c.; 12@14 lbs. ave., 13¾c.; 14@16 lbs. ave., 13½c. Sweet pickled, 6@8 lbs. ave., 13½c.; 8@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13½c.; 12@14 lbs. ave., 13½c.; 14@16 lbs. ave., 13½c.; 16@18 lbs. ave., 13½c.; 18@20 lbs. ave., 13½c.

### PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from H. C. Zauh.)

New York, February 24.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 16@17c.; green hams, 8@10 lbs. ave., 15@16c.; 10@12 lbs. ave., 14½c.; 12@14 lbs. ave., 14½c.; 18@20 lbs. ave., 15c.; green clear bellies, 6@10 lbs. ave., 13½c.; 10@12 lbs. ave., 13½c.; 12@14 lbs. ave., 12½c.; green rib bellies, 10@12 lbs. ave., 13c.; 12@14 lbs. ave., 12½c.; S. P. clear bellies, 6@10 lbs. ave., 12c.; 10@12 lbs. ave., 12½c.; 12@14 lbs. ave., 12½c.; 12@16 lbs. ave., 13c.; 14@15½c.; 18@20 lbs. ave., 14½c.; 10@12 lbs. ave., 14c.; 18@20 lbs. ave., 17c.; city steam lard, 10c.; city dressed hogs, 11½c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 14@14½c.; 10@12 lbs. ave., 13@13½c.; 12@14 lbs. ave., 12@12½c.; 14@16 lbs. ave., 11@11½c.; skinned shoulders, 11½@12c.; Boston butts, 12@12½c.; boneless butts, 14@14½c.; neck ribs, 3@4c.; spareribs, 9@10c.; lean trimmings, 12c.; regular trimmings, 7@7½c.; kidneys, 5c.; tails, 6c.; livers, 2c.; snouts, 4@4½c.; pig tongues, 10c.

**Green Olive Oil Foots**  
SUPERIOR QUALITY  
AND ALL OTHER SOAP MATERIALS

**WELCH, HOLME & CLARK CO.**  
383 West St., New York



# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Market Keeps Climbing—Rumors of Large Export Purchases—Heavy Short Covering at Times—Crude Oil at 65c.—Routine Home Consuming Demand—Lard Fluctuations Closely Followed.**

The upward tendency of cotton oil values has not been altered during the past week. Declines seldom extend to more than a cent a gallon. The comparatively small setbacks in the market the past several weeks have been a feature in the trade, especially as there was little progress in lowering quotations when consuming demand lacked volume.

Reports of large export trades have contributed to the recent improvement in market values. One statement was that a foreign government purchased about 60,000 bbls. of cotton oil at Cincinnati. While confirmation of this report was not obtained, it is understood that the export business of late was larger than generally supposed, and it is evident that the week-to-week shipments are exceeding expectations.

Home consuming demand for cotton oil has not been of large volume. As a matter of fact the buying is of a hand-to-mouth character, and this method of purchasing is expected to be followed for the remainder of the season unless an unexpectedly violent decline

occurs in the market. There seems to be a feeling in most quarters that cotton oil values will remain at a high average until the new oil crush moves freely, but there is not a great deal of speculation at present for a further material advance.

The comparatively high prices ruling are a check to outside buying. While there is a constant stream of orders for the contracts dealt in on the New York Produce Exchange, the operations are not considerable, nor is there leadership. A feature of this trade recently has been the covering of shorts in the March position, presumably for strong Western speculative interests who gave too much attention to the fluctuations in the Western lard market, to the exclusion of factors having greater bearing on the cotton oil market.

At the same time, the price changes in lard are being closely followed. It is realized that the compound lard business at this stage is poor and consumption of cotton oil is being interfered with as a result. There are authorities in the trade firmly imbued with the opinion that a scarcity of cotton oil will be seen this year unless decided weakness develops in the lard market, but it is presumed that higher prices for that product are necessary in order to make certain a seri-

ous scarcity of cotton oil during this summer.

Crude oil continues to be very well held, on a basis of about 65c. The interest in Southern markets is waning, as the amount of oil unsold among the independent mills is thought to be the lightest for this time of the season in many years. Furthermore, private reports from crude oil centers still suggest that those holding supplies are not worried, and in a few instances, selling ideas have been raised to about the 70c. basis. It is not astonishing that such views are voiced, as prominent refiners are among those anticipating very high cotton oil levels this summer.

There is no change in the spot situation. Premiums for spot oil are very large, and it is said that this condition will not be altered very soon. Some in the trade are asking how high the premiums will be at a later date, when cotton oil becomes scarcer. It is a foregone conclusion that the developments in the next cotton crop, and concerning the early movement of new crude oil, will be awaited with greater interest than ever before in the history of the oil trade, and that those in the South will be in a position to sell crude oil for early shipment, or hedge their crush, will have advantage of a basis higher than ever before offered in the life of the trade.

Saturday, February 19, 1916.—Spot, \$9.65; February, \$9.65@10.00; March, \$9.68@9.72; April, \$9.45@9.50; May, \$9.43@9.44; June, \$9.43@9.46; July, \$9.40@9.41; August, \$9.41@9.42; September, \$9.44@9.45. Futures closed 3 advance to 1 decline. Sales were:

**The  
American  
Cotton  
Oil Co.**



27 BEAVER STREET  
NEW YORK CITY

Cable Address:  
"AMCOTOIL," New York

**Cottonseed  
Products**

**OIL, LINTERS  
CAKE, ASHES  
MEAL, HULLS**

**GOLD MEDALS  
AWARDED**

Chicago, 1893.  
San Francisco, 1894.  
Atlanta, 1895.  
Paris, 1900. Buffalo, 1901.  
Charleston, S. C., 1902.  
St. Louis, 1904.

**KENTUCKY REFINERY  
COMPANY**  
**Cotton Seed Oil**  
**LOUISVILLE, KY.**

May, 1,000, \$9.46@9.43; July, 3,000, \$9.45@9.40; August, 200, \$9.45@9.42; September, 2,900, \$9.46@9.44. Total sales, 7,100 bbls. Good off, \$9.10@9.75; off, \$9@9.65; reddish off, \$9@9.55; winter, \$9.75@10.50; summer, \$9.75@10.50; prime crude S. E., \$8.40@8.53; prime crude, Valley, nom.; prime crude, Texas, nom.

Monday, February 21, 1916.—Spot, \$9.70; February, \$9.70; March, \$9.70@9.80; April, \$9.53@9.60; May, \$9.46@9.48; June, \$9.46@9.50; July, \$9.45@9.47; August, \$9.45@9.47; September, \$9.46@9.48. Futures closed 2 to 8 advance. Sales were: March, 100, \$9.70; April, 100, \$9.50; May, 2,100, \$9.46@9.40; June, 200, \$5.43@9.42; July, 2,100, \$9.46@9.41; August, 2,700, \$9.46@9.43; September, 2,200, \$9.45@9.44. Total sales, 9,500 bbls. Good off, \$9.25; off, \$9.15; reddish off, \$8.95; winter, \$10@10.50; summer, \$9.75@10.50; prime crude S. E., \$8.40 nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

Tuesday, February 22, 1916.—Holiday.

Wednesday, February 23, 1916.—Spot, \$9.85; February, \$9.85@10.50; March, \$9.82@9.83; April, \$9.65@9.66; May, \$9.53@9.55; June, \$9.53@9.57; July, \$9.53@9.54; August, \$9.53@9.55; September, \$9.54@9.56. Futures closed 7 to 15 advance. Sales were: March, 5,500, \$9.85@9.75; April, 100, \$9.65; May, 6,200, \$9.59@9.50; July, 1,400, \$9.57@9.51; August, 4,800, \$9.57@9.51; September, 1,100, \$9.58@9.53. Total sales, 19,100 bbls. Good off, \$9.35; off, \$9.20; reddish off, \$9; winter, \$10@10.50; summer, \$10@10.50; prime crude S. E., \$8.53@8.67; prime crude, Valley, nom.; prime crude, Texas, nom.

Thursday, February 24, 1916.—Spot, \$9.80; February, \$9.85; March, \$9.81@9.82; April, \$9.65@9.67; May, \$9.53@9.55; June, \$9.53@9.56; July, \$9.52@9.54; August, \$9.54@9.55; September, \$9.55@9.57. Futures closed 1 lower to 1 higher. Sales were: February, 100, \$10; March, 2,300, \$9.85@9.71; April, 300, \$9.65@9.59; May, 6,200, \$9.59@9.51; July, 7,800, \$9.61@9.53; August, 15,800, \$9.59@9.55; September, 3,100, \$9.57@9.55. Total sales, 35,600. Good off, \$9.50; off, \$9.25; reddish off, \$9.00; winter, \$10.00@10.50; summer, \$9.75@10.50; prime crude S. E., \$8.53 nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

SEE PAGE 28 FOR LATER MARKETS.

**FOREIGN COMMERCIAL EXCHANGE.**

New York, February 25.—Foreign commercial exchange rates, as far as quoted, are:

London—	Bankers' 60 days.....	4.72½
	Cable transfers.....	4.70½
	Demand sterling.....	4.70½
	Commercial, 60 days.....	4.71½
	Commercial, 90 days.....	4.69½
Paris—	Commercial, 90 days.....	No quotations.
	Commercial, 60 days.....	No quotations.
	Commercial, sight.....	5.88
	Bankers' cables.....	5.86½
	Bankers' checks.....	5.87½
Berlin—	Commercial, sight.....	No quotations.
	Bankers' sight.....	73½
	Cable transfers.....	—
Antwerp—	Commercial, 60 days.....	No quotations.
	Bankers' sight.....	No quotations.
	Bankers' cables.....	No quotations.
Amsterdam—	Commercial, sight.....	42½
	Bankers' sight.....	42%
Copenhagen—	Checks.....	27.90

**THE PICARD-LAW COMPANY**  
**Expert Cotton Seed Products Chemists**

Magnificently-equipped laboratories covering 5,500 square feet of floor space.  
Six highly-educated experienced chemists in analytical department.

Also specialists in the analysis of all  
GREASES, PACKING HOUSE PRODUCTS, FERTILIZERS,  
Fuel, lubricating oils and boiler waters.

Main Laboratories,

**ATLANTA, GA.**

Carolina Branch,  
WILMINGTON, N. C.

**FERTILIZING WITH COTTON SEED MEAL**

**Value of the Product in View of Potash Scarcity**

By Dr. A. M. Soule, President Georgia College of Agriculture.

[EDITOR'S NOTE.—The great scarcity of potash as a result of the European war has made the fertilizer situation a serious one in this country. Cottonseed products interests have been urged to advertise the fact that cottonseed meal contains nearly 2 per cent. of potash, in addition to its other values as a fertilizer. In this connection the following on this subject by a recognized authority will be read with interest.]

As a carrier of three elements of plant food, cottonseed meal is in great demand for fertilizing purposes at the present time. This is shown by the large number of letters received asking for information as to how to proportion it with other plant food constituents in order to prepare rations best calculated to supply the needs of plants and insure its economical use as well.

Its mechanical condition is such that it can be combined to advantage with a great variety of fertilizing materials. Moreover, when mixed with other constituents it does not undergo a chemical change which is true in the case of some other materials used in commercial fertilizers. The fact that it is dry and not objectionable to handle is also greatly in its favor. So many farmers have used it with success in the past that they naturally regard it with favor and this has added to its popularity.

Moreover, in a year when the fertilizer situation is badly upset, it is only natural that our planters should desire to use a material which has proven satisfactory in the past, with which they are familiar, and which is a by-product of the cotton seed raised on their own farms.

**Acid and Ammonia.**

If 1,000 pounds of standard cottonseed meal be mixed with 1,000 pounds of 16 per cent. acid phosphate, a ton of material will be obtained containing 61.8 pounds of nitrogen, 187 pounds of phosphoric acid and 20 pounds of potash.

These figures are based on the fact that a

ton of standard cottonseed meal contains 6.18 per cent. of nitrogen equivalent to 123.6 pounds of this element per ton; a little better than 2.5 per cent. of phosphoric acid equivalent to 53.2 pounds of this element per ton; and practically 2 per cent. of potash equivalent to 40 pounds of this element per ton.

The foregoing mixture on a percentage basis would contain 3.09 per cent. of nitrogen, 9.3 per cent. of phosphoric acid and 1 per cent. of potash. This would be a very good formula to use on corn and cotton on many of the type soils of Georgia. Of course, it is not as high in potash as might be desirable for truck or garden crops, but it contains as much of this element as it is practical to secure in almost any form of fertilizer available at the present time.

This statement is based on the excessive price which German salts are now commanding, and their scarcity. Of course, some potash is being produced in the United States, but it is in such demand for commercial purposes that the farmer could hardly afford to use it.

If the farmer who attempts to use this formula for truck and garden crops will supplement the potash it contains with some wood ashes, he will improve it and advantage himself thereby. The wood ashes, of course, should not be mixed with the acid phosphate and meal, but should be scattered in the drill rows and mixed well with the soil or broadcasted.

Unleached wood ashes will contain probably 3 to 5 per cent. of potash, and leached ashes about half as much. Leached ashes are of little value, but the unleached ashes, some of which can be secured on every farm, should be used at the rate of 300 to 500 pounds per acre, as indicated above, to supplement

**The Procter & Gamble Co.**

Refiners of All Grades of

**COTTONSEED OIL**

Boreas, Prime Winter Yellow

Venus, Prime Summer White

Jersey Butter Oil

Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil

White Clover Cooking Oil

Marigold Cooking Oil

Sterling, Prime Summer Yellow

Refineries: *I* IVORYDALE, O.  
*P*ORT IVORY, N. Y.  
*K*ANSAS CITY, KAN.  
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Produce Exchange Building

NEW YORK CITY

## EXPORTERS

ORDERS SOLICITED  
TO  
BUY OR SELL

## BROKERS

ON THE NEW YORK  
PRODUCE  
EXCHANGE FOR

# COTTON SEED OIL

## SPOT AND FUTURE DELIVERY

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Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery  
or delivered anywhere in this country or Europe.

the potash supply of the foregoing formula.

In a few instances it may be possible to secure tobacco stems which contain 5 to 8 per cent. of potash and mix these at the rate of 100 to 200 pounds with 800 to 900 pounds of meal and 1,000 pounds of acid phosphate. This will increase the potash supply considerably and improve the fertilizer for truck crops and for use on soils where cotton is

subject to rusting and on sandy lands, generally speaking.

### Other Combinations.

Other combinations of meal and acid phosphate can be made with advantage. For instance, 900 pounds of meal and 1,100 pounds of acid phosphate will contain approximately 55.6 pounds of nitrogen, 198.5 pounds of phosphoric acid and 18 pounds of potash. The percentage composition of this formula would be 2.78 per cent. of nitrogen, 9.92 per cent. of phosphoric acid and .9 per cent. of potash.

This would be a good formula to use on corn and cotton on soils of an intermediate grade which contain more clay and less sand than the soils of the southern part of the state. This formula can be used in many localities in north Georgia to advantage, though for cotton it probably runs a little higher in phosphoric acid than is necessary.

A mixture of 800 pounds of cotton seed meal and 1,200 pounds of acid phosphate would contain 49.4 pounds of nitrogen, 210 pounds of phosphoric acid and 15 pounds of potash. Its percentage composition would be 2.47 per cent. of nitrogen, 10.5 per cent. of phosphoric acid, and .75 per cent. of potash. This formula is also a good one, though the percentage of phosphoric acid is higher than is needed on the average clay soil, for cotton especially. This fertilizer can also be used on lands which are somewhat sandy in nature or deficient in plant food generally to very good advantage for corn.

### Increasing the Percentage.

If there is a desire to increase the per cent. of nitrogen and potash, this may be accomplished as follows: Cut the amount of acid phosphate down to 1,000 pounds, using 800 pounds of meal, 100 pounds of sulphate of ammonia or nitrate of soda, and 100 pounds of tobacco stems. By this arrangement the

phosphoric acid will still be maintained at practically 9 per cent., the potash increased to at least 1 per cent., and the nitrogen to about 4 per cent.

It is true that this formula is still low in potash for truck crops, but unless this deficiency can be supplemented through the use of wood ashes, as suggested above, it is probably not possible to provide anything better or more economical which is likely to give good results under our soil and climatic conditions.

In this connection it is proper to state that nitrate of soda, tankage, blood or any other carrier of nitrogen can be combined with cotton seed meal to provide a part of the nitrogen if this is deemed desirable. When this is done, of course, a nitrogen carrier may be added to the mixture which will possibly become available a little quicker than cotton seed meal and stimulate the growth of the plants when they are first developing, which, of course, is of some advantage. When the amount of cotton seed meal is cut down, the percentage of potash and phosphoric acid will naturally be reduced.

In selecting a fertilizer the farmer should give consideration to its stability, that is, its power to supply the needs of his crop through a long growing season and its adaptability for use on his soils as well. Observation and experience shows high grade fertilizers generally give a better return to the farmer at a lower cost than the lower grade formulas.

### EXPORTS OF COTTONSEED OIL.

Government estimates of exports of cottonseed oil from the United States to foreign ports for January and the season to and including that month, are as follows, with comparisons: January, 1916, 71,557 bbls., January, 1915, 97,263 bbls. September to January, inclusive, 1915-16, 302,619 bbls.; same period, 1914-15, 335,472 bbls.

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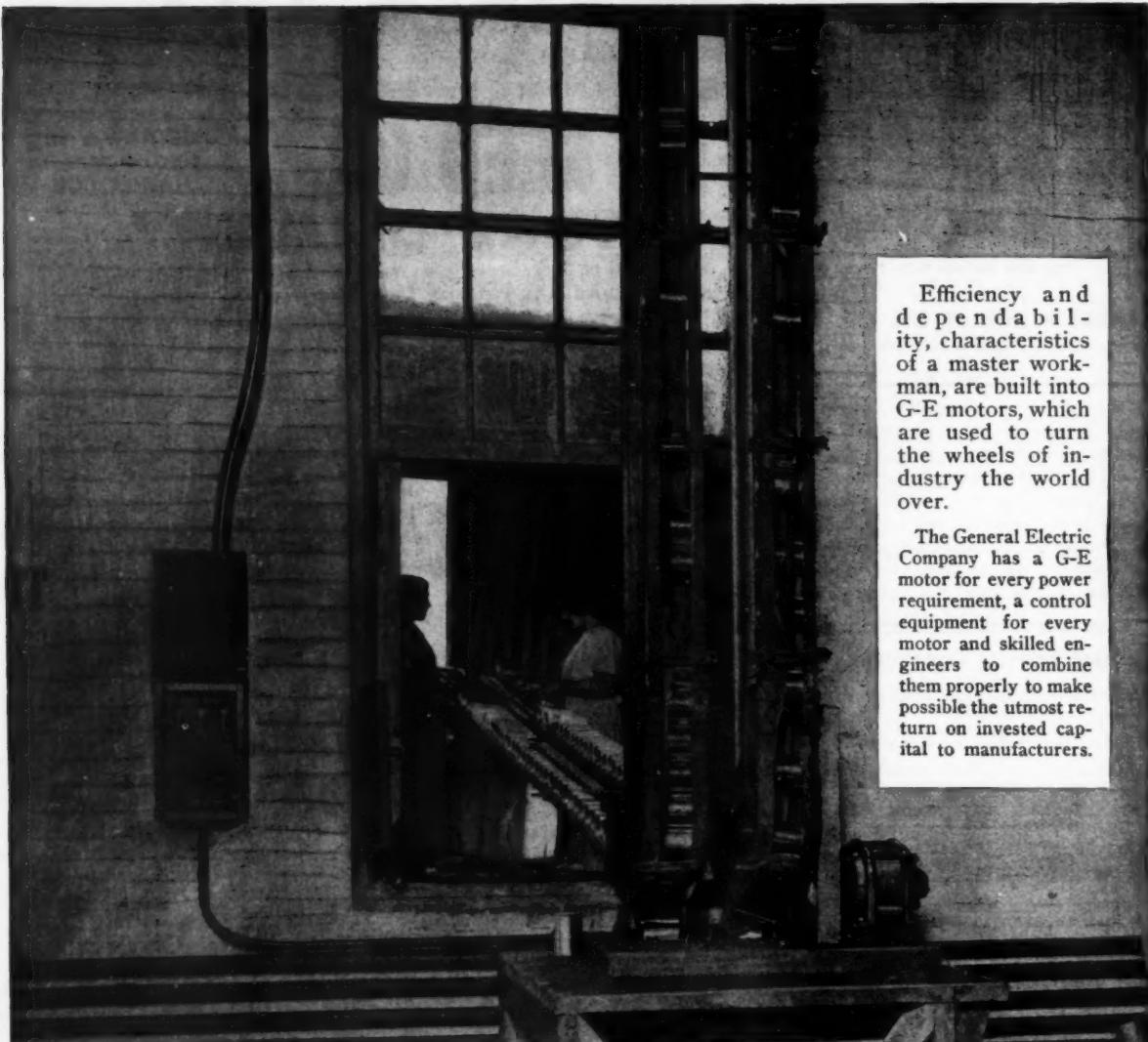
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5918

## THE WEEK'S CLOSING MARKETS

### FRIDAY'S GENERAL MARKETS.

#### Lard in New York.

New York, February 25.—Market steady. Western steam, \$10.45@10.50 nom.; Middle West, \$10.35@10.45; city steam, 10@10½c. nom.; refined Continent, \$11.30; South American, \$11.40; Brazil, kegs, \$12.40; compound, 10%@10½c. nom.

#### Marseilles Oils.

Marseilles, February 25.—Copra fabrique, 171 fr.; copra edible, — fr.; peanut fabrique, 143 fr.; copra edible, — fr.

#### Liverpool Produce Market.

Liverpool, February 25.—(By Cable.)—Beef, extra India mess, 142s. 6d.; pork, prime mess, 117s. 6d.; shoulders, square, 69s.; New York, 68s.; picnic, 59s.; hams, long, 80s.; American cut, 83s. Bacon, Cumberland cut 73s.; long clear, 77s.; short backs, 73s.; bellies, clear, 84s. Lard, spot prime, 58s. 3d.; American refined, 28-lb. boxes, 60s.; May, 58s. 9d. Lard (Hamburg), nom. Tallow, prime city, 52s.; New York City special, —. Cheese, Canadian finest white, new, 97s. Tallow, Austrian (at London), 48s. 6d.

### FRIDAY'S CLOSINGS.

#### Provisions.

Trading was quieter with values very steady on both spot and forward deliveries.

#### Oleo Stearine.

The market was steady but quiet. Oleo is quoted at 9¾c.

#### Tallow.

The market was dull but firm. City is quoted at 8½c. and special at 9½c.

#### Cottonseed Oil.

The market was less active but very steady. Offerings were light and values were well held. Spot oil is very firm.

Market closed steady. Sales, 10,000 bbls. Spot oil, \$9.70@10.50. Crude, Southeast, \$8.47@8.60. Closing quotations on futures: February, \$9.70 bid; March, \$9.70@9.73; April, \$9.60@9.65; May, \$9.48@9.50; June, \$9.49@9.55; July, \$9.49@9.50; August, \$9.51@9.52; September, \$9.51@9.53; good off oil, \$9.20 bid; off oil, \$9.10 bid; red off oil, \$8 bid; winter oil, \$9.75 bid; summer white oil, \$9.75 bid.

### FRIDAY'S LIVESTOCK MARKETS.

Chicago, February 25.—Hog market slow and steady. Bulk of prices, \$8.25@8.50; light, \$7.80@8.45; mixed, \$8.10@8.50; heavy, \$8.05@8.55; rough heavy, \$8.05@8.20; Yorkers, \$8.15@8.30; pigs, \$6.50@7.50; cattle slow and weak; beefeves, \$6.85@9.50; cows and heifers, \$3.25@8.25; Texas steers, \$6.65@7.50. Western, \$6.75@8.20. Sheep market steady; sheep, native, \$8@8.40; yearlings, \$8.90@10.55; lambs, \$9.25@10.90; Western, \$9.50@11.35.

Kansas City, February 25.—Hogs slow, at \$7.75@8.35.

Omaha, February 25.—Hogs steady, at \$7.70@8.25.

Buffalo, February 25.—Hogs higher; on sale, 4,000, at \$8.90@9.0.

St. Joseph, February 25.—Hogs steady, at \$7.80@8.35.

### THE NATIONAL PROVISIONER.

Sioux City, February 25.—Hogs weak, at \$7.75@8.20.

Louisville, February 25.—Hogs lower, at \$7.55@8.55.

St. Louis, February 25.—Hogs lower, at \$8.25@8.60.

Indianapolis, February 25.—Hogs higher, at \$8.60@8.70.

### PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, February 19, 1916, are reported as follows:

#### Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,887	47,000	19,033
Swift & Co.	6,435	21,000	22,321
Morris & Co.	4,912	16,000	7,671
S. & S. Co.	3,771	15,000	7,960
Anglo-Amer. Provision Co.	509	14,300	...
G. H. Hammond Co.	1,947	11,000	...
Libby, McNeill & Libby	1,390	...	...

Boyd, Lunham & Co., 10,000 hogs; Brennan Packing Co., 8,000 hogs; Western Packing & Provision Co., 14,600 hogs; Independent Packing Co., 13,000 hogs; Roberts & Oake, 7,000 hogs; Miller & Hart, 4,100 hogs; others, 17,500 hogs.

#### Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	2,951	9,115	4,571
Fowler Packing Co.	619	...	2,731
S. & S. Co.	2,996	6,205	4,167
Swift & Co.	3,750	7,506	8,463
Cudahy Packing Co.	2,930	5,751	3,504
Morris & Co.	2,983	7,940	4,986
Others	152	1,165	102

Blount, 2,600 hogs; Wolf Packing Co., 158 cattle; Schwartz, Bolen & Co., 14 cattle and 1,920 hogs; Independent Packing Co., 261 cattle and 260 sheep; M. Rice, 16 cattle and 1,022 hogs; J. Stern & Sons, 40 cattle; I. Meyer, 193 cattle; John Morrell & Co., 22 cattle; S. Kraus, 47 cattle; New York Butchers Dressed Meat Co., 311 cattle; Stephenson & Graybill, 4,271 hogs; United Dressed Beef Co., 233 cattle; Kingan Packing Co., 738 hogs.

#### Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,481	11,744	3,686
Swift & Co.	3,573	15,424	10,730
Cudahy Packing Co.	3,049	16,108	9,061
Armour & Co.	3,573	18,073	13,356
Swarts & Co.	...	4,980	...
J. W. Murphy	...	17,197	...

Lincoln Packing Co., 96 cattle; South Omaha Packing Co., 12 cattle; Cleveland Provision Co., 98 hogs; Roth Packing Co., 186 hogs; T. M. Sinclair & Co., 2 cattle; John Morrell & Co., 53 cattle.

#### St. Louis.

	Cattle.	Hogs.	Sheep.
Morris & Co.	2,833	7,184	2,142
Swift & Co.	2,547	4,765	1,808
Armour & Co.	2,223	7,724	2,230
East Side Packing Co.	127	1,524	...
Independent Packing Co.	458	...	...
St. Louis Dressed Beef Co.	365	...	...
Hill Packing Co.	2	24	...
J. H. Belz Provision Co.	...	558	...
Carondelet Packing Co.	12	366	...
Sartorius Provision Co.	...	753	...
Others	620	31,440	1,103

#### Sioux City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	2,473	19,556	...
Cudahy Packing Co.	2,126	21,295	...
Swift & Co.	174	6,793	...

R. Hurni Packing Co., 317 cattle and 86 hogs; Parker, Webb & Co., 3,734 hogs; Jacob E. Decker & Son, 1,218 hogs; The John Layton Co., 1,701 hogs; Western Packing & Provision Co., 151 hogs; John Morrell & Co., 19 cattle; Statter & Co., 64 cattle and 480 hogs; Hammond, Standish & Co., 583 hogs; Roth Packing Co., 63 cattle and 1,432 hogs; Agar Packing Co., 523 hogs; Sacks Bros. Packing Co., 57 cattle; The North Packing & Provision Co., 1,910 hogs; Des Moines Packing Co., 60 cattle; St. Louis Independent Packing Co., 2,856 hogs; others, 10,114 cattle.

### NEW YORK LIVE STOCK

#### WEEKLY RECEIPTS TO FEBRUARY 21, 1916.

	Sheep and	Beefes.	Calves.	Lambs.	Hogs.
New York	1,817	2,145	3,072	6,979	
Jersey City	4,103	4,422	13,577	34,121	
Central Union	2,716	674	8,348	—	
Totals	8,636	7,241	24,997	41,100	
Totals last week	7,185	5,265	21,117	32,524	

#### PACKINGHOUSE EMPLOYEES STRIKE.

Reports from Sioux City, Iowa, state that 2,300 employees of the Armour & Cudahy packing plants there went on strike on Wednesday to attempt to enforce a demand for an increase in wages. No disorder was reported.

### RECEIPTS AT CENTERS

#### SATURDAY, FEBRUARY 19, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	300	22,000	1,000
Kansas City	100	10,000	5,000
Omaha	300	5,000	...
St. Louis	300	3,000	...
St. Joseph	100	10,000	500
Sioux City	700	16,000	500
St. Paul	700	2,500	...
Oklahoma City	700	22,300	6,150
Fort Worth	500	1,500	...
Milwaukee	...	500	...
Denver	100	600	600
Louisville	100	2,000	...
Detroit	100	4,000	...
Cudahy	800	...	...
Wichita	1,305	4,000	...
Indianapolis	150	4,000	...
Pittsburgh	100	1,500	300
Cincinnati	100	1,000	...
Buffalo	300	5,200	3,600
Cleveland	120	1,000	80
New York	320	3,445	448
Toronto, Canada	122	57	...

#### MONDAY, FEBRUARY 21, 1916.

Chicago	15,000	59,000	18,000
Kansas City	11,000	9,000	17,000
Omaha	8,200	14,000	14,800
St. Louis	4,000	13,000	800
St. Joseph	2,700	7,000	6,500
Sioux City	3,500	10,000	800
St. Paul	2,400	34,000	5,300
Oklahoma City	700	2,300	...
Fort Worth	1,500	4,000	400
Milwaukee	100	13,364	...
Denver	1,500	1,800	...
Louisville	1,300	4,200	150
Cudahy	2,000	...	...
Wichita	900	3,000	...
Indianapolis	1,800	7,000	3,000
Pittsburgh	1,200	4,203	...
Cincinnati	1,200	16,000	...
Buffalo	4,200	16,000	9,600
Cleveland	120	1,500	1,200
New York	620	4,730	1,138
Toronto, Canada	831	847	79

#### TUESDAY, FEBRUARY 22, 1916.

Chicago	4,500	17,000	18,000
Kansas City	8,500	14,000	5,500
Omaha	6,400	14,800	7,000
St. Louis	3,800	8,100	1,200
St. Joseph	2,200	8,000	4,000
Sioux City	2,500	10,000	1,000
St. Paul	1,900	10,000	3,300
Oklahoma City	500	2,400	200
Fort Worth	1,500	2,900	500
Milwaukee	800	4,500	100
Denver	300	4,100	800
Louisville	150	550	50
Indianapolis	1,250	6,000	...
Pittsburgh	1,000	300	...
Cincinnati	200	1,900	100
Buffalo	4,200	16,000	9,600
Cleveland	120	1,500	1,200
New York	620	4,730	1,138
Toronto, Canada	831	847	79

#### WEDNESDAY, FEBRUARY 23, 1916.

Chicago	16,000	40,000	18,000
Kansas City	5,000	17,000	9,000
Omaha	6,500	19,000	6,300
St. Louis	2,900	9,000	3,900
St. Joseph	1,600	9,000	2,000
Sioux City	2,000	11,000	500
St. Paul	2,700	8,500	300
Oklahoma City	400	3,400	...
Fort Worth	100	9,547	...
Milwaukee	700	2,200	200
Denver	50	1,177	50
Louisville	3,200	...	...
Cudahy	500	...	...
Wichita	2,032	...	...
Indianapolis	1,550	6,000	...
Pittsburgh	1,500	5,171	100
Cincinnati	200	4,000	4,000
Buffalo	200	1,000	1,200
Cleveland	120	1,500	1,200
New York	2,222	6,180	3,754
Toronto, Canada	947	129	138

#### THURSDAY, FEBRUARY 24, 1916.

Chicago	4,500	35,000	12,000
Kansas City	2,500	8,000	6,000
Omaha	3,600	20,600	5,800
St. Louis	1,800	11,000	1,200
St. Joseph	1,800	12,000	2,500
Sioux City	700	7,000	...
St. Paul	500	2,700	...
Oklahoma City	1,600	2,600	...
Fort Worth	1,131	...	...
Milwaukee	1,200	...	...
Detroit	4,000	...	...
Cudahy	1,500	...	...
Wichita	2,970	...	...
Indianapolis	6,000	...	...
Cincinnati	200	3,102	100
Buffalo	100	1,600	2,000
Cleveland	2,000	...	...
New York	600	1,512	2,486

February 26, 1916.

## HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

The critical situation in shipping promises to stop the movement of cattle hides from South American ports to the United States. This naturally has an influence upon the quotations for domestic hides.

## Chicago.

**PACKER HIDES.**—About 40,000 native steers and cows changed hands in the period under review. No branded hides of any description were moved as far as could be learned, although there were hints around the market that business was going on under cover with branded stock the grade involved. Killers are now well placed as regards unsold stocks and are in a position to demand and obtain their asking rates, which are practically unchanged from recent sale basis. Heavy native steers moved at 23½c. for 5,000 November and December hides in connection with 15,000 December and January kill at 22½c. No other trading reported. Further offerings are available at 22½c. for February kill, 22½c. for January, 23c. for December and 24c. is asked for a few November hides still unsold. Heavy Texas steers were not taken. Unsold stocks are meager and prices are held firm. Last sales of heavies were at 20c.; holders value them at 20½c. now. Underweight Texas steers quoted at 21c. last paid and 21½c. talked with supplies extremely meager. Butts branded steers were also quiet. Plenty are coming forward in the slaughter and in some quarters it is said something may be doing in this selection. Last trades were at 19½c. for January kill. Colorado steers were not sold. Last trades were at 19½@19½c. for January take-off. Killers are trying to get 20c. the same as butts owing to scarcity of stock and decreased slaughter, but tanners do not seem very anxious. Branded cows were also quiet. Very few of this class of cattle are being killed at present. Last trades in these hides were at 21c. Killers talk 21½c., especially for southern killing points. Heavy native cows quoted at 21½c. paid for 8,000 January-February take-off and 21½c. for 8,000 January hides. As high as 22c. is asked for the few early hides still unsold. February stock is held at 21½c. Light native cows sold at 22c. for 3,000 January hides. February slaughter is said to be available at 21½c. One killer, however, refused this bid for his entire February production. Native bulls were quiet and quoted nominally at 19c. for business in January to June take-off. Some inquiry for this slaughter lately, but no business has been put through. Branded bulls were slow and quoted nominally at 10½@17c. for business. Outside is asked for southern light average hides.

**Later.**—Market strong, but quiet. There are rumors of sales of butt branded steers. The asking rates are 20c. to 21c. according to salting. Native hides are in request.

**COUNTRY HIDES.**—Country hide dealers experienced a good trade in current receipt hides. Clearance transactions were effected in all the native cow weights at shaded figures. Dealers moved buffs and heavy cows at 17½c. as far ahead as they cared to go. Other sales were made at still lower values, but most of the larger sellers would not consider the lowest price put through. Extremes were moved in a rather large way and rates had to be shaded materially in order to attract buyers to the poor quality of stock offered. Heavy steers were not reported sold this week. Recent business at 18½c. was reported for number one hides.

Some late fall number one steers are offered at 19c. without attracting attention. Nominal market on current grubby lots quoted but very little better than heavy cows or buffs. Heavy cows sold in connection with buffs at 17½c. and 17½c. some 20,000 of such 45 lb. up hides moving. Two cars of 60 lb. up hides sold late in the week at 17c. This is considered nominal market for further business. Buffs moved at 17½c. early in the week by several dealers to the extent of 17,000 45 lb. up hides. Later two trades of two cars each of similar hides were put through at 17½c. Hides are offered at 17½c. in winter varieties and buyers are talking less money. Some dealers still are holding a few early hides in anticipation of a demand for something choice, but so far, buyers are not willing to pay the premiums asked. A car of number two fall hides free of grubs is offered at 17½c. All number one fall hides are held at 18½c. The situation in the country sections is easy with sales of 25 lb. up hide as low as 17½c. delivered basis reported. Buyers talking down to 17c. delivered. Ohio and Michigan 25 lb. up hides are offered at 17½@17½c. f. o. b. Extremes sold at 19½c. early in the week for about 5,000 winter hides. Later 5,000 similar hides brought 19½c. and 2,000 finally sold as low as 19c. One car of so-called city extremes out of first salt moved at 19½c. at the same time as the 19c. business was put through. Minneapolis reported business early in the week at 19½c. for free of grub goods. One car was involved. Branded cows were quiet and quoted nominally at 16c. flat basis for country cows. Recent sales at 16½@17c. were reported for something a little better. Bulls were quiet. There was an inquiry for number one heavy hides suitable for patent leather and 16½c. was asked. Bids were at 16c. Straight lots of bulls quoted at 16c. nom. Small packer hides are quiet. There was a report around that a local killer had sold his January production of native hides at 20½c., but this developed later to be old business. There also was a report around that some January stock moved as high as 21½c., but this could not be confirmed. Local small packer native hides are quoted at 20½@21c. for January-February kill. Branded hides

quoted at 18@19½c. as to lots and bulls at 17@19c. nominal. Kipskins are slow and easy. Country stock is quoted not over 20c. for business; last sales were at that figure. Holders are inclined to talk more money owing to strength in calfskins, but buyers say the present quality of kipskins more than offsets any appreciation in values in calfskins. Country kipskins quoted at 20@21c. nominal; cities 22c. bid and 23c. asked. Packer skins 24c. last paid and 24@25c. now asked for further trading.

**Later.**—Market slow. Tanners evince little interest, but dealers are well sold up. Two cars of early salting buffs, largely ones brought 18c. Current stock offered at 17½c. Plenty of heavy cows on hand. Dealers talking 17c., extremes 19c.

**CALFSKINS.**—First salted local city skins sold at 26½c. for one car and another moved at private terms said to be 27c. This figure was asked. Collectors now talk 28c. and offerings are few, most sellers being sold ahead. Outside city calfskins moved at 25c. for a car of local goods. Recently St. Louis first salted cities sold at 26c. A car of Minneapolis country and city skins moved at 24c. Country skins locally quoted at 23½@24c. Packers last sold at 28c. Only one killer has any in salt unsold. March skins talked at 30c. Deacons are held firmly at \$1.40@1.50 and light calf at \$1.60@1.70.

**HORSE HIDES.**—Steady but quiet. Mid western buyers talk \$5.50 for country run while holders quote \$5.60@5.75 last paid as to market. City hides quoted at \$6.00@6.25 last paid; seconds quoted at the usual \$1.00 reduction with ponies and glues at \$2.50@3.00 and coltskins at \$1.00@1.50 for business.

**HOGSKINS.**—Moving out at 60@70c. for the regular country run with rejected pigs and glues out at half rates. No. 1 pigs skin strips are slow at 10½@11c. last paid for local big packer stock; No. 2's quoted at 9½@10c. and No. 3's at 5@5½c.

**SHEEP PELTS.**—Movement was of good proportions in packer sheep and lambskins of late. Pullers took all lots offered at full figures. A good wool market is mainly responsible for the movement in skins at high rates. Detroit packer sheep and lambskins sold at \$2.50. Chicago skins moved at \$2.37½ in both green and cured qualities. Omaha skins sold at \$2.30 and also at \$2.35 for something a little later in kill. Kansas City skins sold at \$2.25 in slaughter running back a full month. Country sheep and lambskins are bringing \$1.35@2.40 as to quality of seasonable uniform lots. Dry western pelts are steady at 21@23c. asked; outside for the best Montana skins.

(Continued on page 35.)

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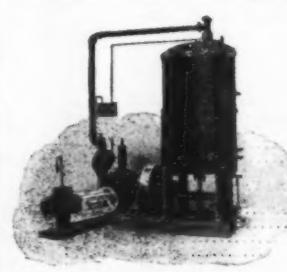
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## LIVE STOCK MARKETS

### CHICAGO

(Special Letter to The National Provisioner from The National Livestock Commission Co.)

Union Stock Yards, Chicago, Feb. 23.

Strong, active and 15@25c. higher aptly describes the trend of this week's trade on steers, and because of the resumption of the stocker and feeder business, thin steers on the stocker and feeder order that until recently have been selling from 7c. down show 50c. @ \$1.00 per cwt. advance, most improvement being on the thin cattle with good quality. Receipts for the first three days will total approximately 39,000 as compared to 33,213 for the same period a week ago. The supply, while showing some expansion, is nevertheless moderate for the time of the year and forecasts, we believe, a period of light receipts during the spring and early summer months.

Aside from dairy cows, the market on butcher-stuff shows 15@25c. further upturn and the bull trade has also been strong, active and higher, and the recent high level of values on calves has been well maintained. Short-haired cows, technically known as "dairies," and especially the black-and-white kinds, while participating in the better market this week, nevertheless still are being discriminated against, but this is a condition that always has and always will exist as long as there is such a large percentage of condemnations of dairy cattle at the slaughterhouses. Receipts of "she-stuff" have been very moderate, and thin cattle fit to go back to the country for feeding or breeding purposes are meeting with broader outlet and selling decidedly higher.

Queries as to how high hogs will sell elicit from even "veteran" provision men a shrug of the shoulders and the reply, "Who can tell when the war will end?" The enormous foreign demand, coupled with an extraordinary Eastern and Canadian outlet—the like of which we have not seen for years—presages continued high markets during the spring and summer months, and the nine-cent hog is not far distant; in fact, unless there is a decided change of sentiment or unless events of a decidedly "bearish" nature loom on the "market horizon"—which at this writing is very unlikely—we will talk of ten-cent hogs a few months hence. Receipts are dropping off either because the country at large is getting more "bullish" than ever,

(Continued on page 36.)

### ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Feb. 23, 1916.

The receipts of cattle for the week ending today amounted to 15,200 head, which included 1,900 on the southern side. The market has been on a strong and active basis all week. All classes of beef steers have been in liberal supply, the good kinds being more prominent than usual. Strictly prime steers are quoted up to \$9.50; however, the bulk of steers have been selling in a range of \$7.25@8.25. A load of Missouri yearling steers sold at \$8.90, on Tuesday, which was the top of the market on this grade for the week; several loads sold above the \$8.50 mark. Choice to fancy light heifers are quoted from \$8.75@9.25; medium to good to choice heifers, \$5.75@8.40. Fancy cows range from \$6.50@7.25, the latter figure was the top for the week. The bulk of cows are selling in a range of

\$4.75@6.50. Stockers and feeders have been in light supply. The top on this grade was \$7.75 for the week. The bulk ranges from \$5.25@7.50.

Hog receipts amount to 65,900 for the week. The market is on a 20c. higher basis than the opening of the week. The high time of the week was reached Wednesday when \$8.70 was paid for good heavy hogs. The good smooth hogs, weighing 200 lbs., or over, have the best demand, the trading in them is active. The quotations at this writing are: Mixed and butchers, \$8.40@8.65; good heavy, \$8.60@8.70; rough, \$7.90@8.15; lights, \$8.45@8.60; pigs, \$6@8.25; bulk, \$8.45@8.60. Eastern order buyers have been active all week. Clearances have been excellent.

The sheep receipts amounted to 8,200 for the week. During the entire week prices have been on a higher basis. On Thursday some Colorado lambs weighing 75 lbs. brought \$11.50, which is the record price paid on this market for fed lambs. On the same day several other decks of lambs from Colorado averaging 76 lbs. brought \$11.45. The market has held to a steady basis since that time until today when a decline is recorded. Ewes have been in light supply. The top on this grade is \$8, with the quotation ranging from \$6.50 to the top. Yearling wethers are quoted from \$8@10. With a very light run for the week, clearances have been prompt.

### KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Feb. 22, 1916.

Cattle sold strong today, following a good market yesterday, and stronger prices last week. There is no pronounced advance on steers, but the market is gradually working to a more satisfactory place for sellers. Some good fed steers sold at \$8.25@8.65 today, the top steers being branded Westerns fed in Kansas. Bulk of the short fed steers sell at \$7.25 @8. Several shipments of pulp fed cattle were here this week, at \$7.75@8.05, and some cottonseed meal and hulls cattle from Texas and Oklahoma at \$7.25@8. Butcher cattle are selling firm, choice heavy cows at \$6.65@7, fair to good cows \$5.75@6.75, bulk of the heifers \$6.75@7.25, veal calves \$8.50@10.75. Receipts today are 8,000 head, and the supply at all points has been moderate recently, indicating small numbers bearing on the market at this time. The modest strength shown in fat cattle is stimulating stockers and feeders, and prices look high. Choice stockers and feeders bring \$7@7.75, plain cattle around \$6.50, prices on an average 15@25c. higher than a week ago.

Hogs sold 10@15c. higher today, order buyers making a fast market for their kinds, which included weights from 180@200 lbs., but packer buyers paid the top price, \$8.35, bulk of sales \$7.95@8.30. Receipts are lighter this week, 14,000 head today. Conditions from the selling side continue favorable, killers able to dispose of immense quantities of fresh and cured meats, and the trade in lard showing improvement since the middle of the month.

Sheep and lamb receipts 6,000 head, market slow, and barely steady. Killers are fighting against the very high prices prevailing, but producers hold the balance of power, and appear amply able to hold prices up. Best lambs are quotable at \$10.75@11, fed ewes \$7.20@7.75, fed yearlings \$9.35@10, feeding lambs up to \$10.40.

### OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., Feb. 22, 1916.

Cattle receipts dropped off considerably last week, 21,750 head, and there was a 25@35c. advance in prices all along the line. Although supplies have increased somewhat this week the market has shown still further improvement and both beef steers and cow stuff are selling around half a dollar higher than they were ten days ago. Quality of the cattle is also getting better as the season advances. Good to choice beef sold today at \$8@8.35; fair to good 1,050@1,350-pound beefs went very largely at \$7.70@8 and the common to fair warmed up and short fed grades went at \$7@7.70 and on down. The feeder buyers are taking a good share of the short fed cattle and paying more for them than the packers will pay. Cows and heifers find a broad outlet at from \$4.25@7.50 the big bulk of the fair to good butcher and beef stock going around \$5.50@6.25. Veal calves continue steady at \$7.25@9.75 and bulls, stags, etc., are stronger, selling from \$5@6.50.

Hogs are coming to market freely, 94,000 last week and 318,000 so far this month. Under the influence of lively buying by both local packers and shippers prices continue to advance and the market is all of 40c. higher than it was a week ago. Heavy and butcher grades still sell at the top and the underweight grades are discriminated against although the spread in values is not very wide. With 14,800 hogs here today prices were 10@15c. higher. Tops brought \$8.25 as against \$7.90 on last Tuesday and the bulk of the trading was at \$8.05 @8.20 as against \$7.65@7.85 one week ago.

Sheep and lambs have been in only moderate supply of late and values have been strongly held, the market being strong to a shade higher than it was a week ago. Demand from packers keeps up well and there is vigorous competition right along from the feeder buyers. Fat lambs are selling at \$10.60 @11.10; yearlings, \$8.25@9.75; wethers, \$7.25 @8.25, and ewes, \$6.75@7.75.

### SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending February 19, 1916:

#### CATTLE.

Chicago	30,429
Kansas City	15,879
Omaha	11,143
East St. Louis	11,861
St. Joseph	3,768
Cudahy	588
Sioux City	4,094
New York and Jersey City	6,636
Fort Worth	2,722
Philadelphia	2,585
Pittsburgh	895
Denver	1,356
Oklahoma City	1,794

#### HOGS.

Chicago	196,886
Kansas City	48,510
Omaha	62,399
East St. Louis	58,213
St. Joseph	46,946
Cudahy	10,432
Sioux City	36,300
Ottumwa	11,900
Cedar Rapids	12,900
New York and Jersey City	41,100
Fort Worth	24,082
Philadelphia	7,662
Pittsburgh	4,500
Denver	11,420
Oklahoma City	17,078

#### SHEEP.

Chicago	59,151
Kansas City	26,098
Omaha	31,999
East St. Louis	7,373
St. Joseph	19,643
Cudahy	246
Sioux City	4,461
New York and Jersey City	24,907
Fort Worth	1,688
Philadelphia	5,780
Pittsburgh	1,085
Denver	2,702
Oklahoma City	787

# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Dunkirk, N. Y.—The Lake City Ice & Fuel Co., Inc., to manufacture and produce ice and its products, and to operate ice plants, etc., has been incorporated by N. Meyers, J. Domst, R. Frey, C. E. Whelpton, P. Meister, N. L. Kinn, A. C. Dotterweich, with a capital stock of \$30,000.

New York, N. Y.—The Crystal Ice Mfg. Co., Inc., of Elmhurst, to conduct an artificial and natural ice business, refrigerators, etc., has been incorporated with a capital stock of \$120,000 by T. S. Buckingham, Brooklyn, N. Y.; G. F. Jebbett, F. H. Bueshorn, New York, N. Y.

## ICE NOTES

Paducah, Ky.—The plant of the Paducah Ice Co. will be enlarged.

Lake Charles, La.—An ice factory will be erected at this point by J. A. Bel, at a cost of \$10,000.

Brunswick, Ga.—The plant of the Glynn Ice Company which was destroyed by fire, will be rebuilt.

Barcroft, Va.—A ten-ton plant to be operated by water power will be installed by John L. Nicholas.

Mission, Texas.—G. Rome has purchased the Mission Ice, Light & Power Co., and will install additional machinery.

Dallas, Texas.—A branch of the Alvin-Houston Creamery Co., Houston, Texas, will be established at this point.

Nashville, Tenn.—A seven-story, 80 x 80 ft., reinforced concrete addition, will be built to the cold storage plant of Noel & Co.

DeLand, Fla.—New cold storage rooms, of reinforced concrete and steel construction, will be built by the DeLand Light, Power & Ice Co.

Norfolk, Va.—Contract has been let to the Consolidated Engineering Co., of Baltimore, Md., for the erection of a cold storage plant to cost about \$25,000, by Swift & Company.

Galveston, Texas.—Contract has been let by the Houston Ice & Brewing Co., for the erection of a fireproof ice and cold storage building, 128 x 140 feet, which will cost \$31,000.

Waco, Texas.—Plans are being prepared for the Cooper Grocery Co., for improvements which will cost about \$30,000. An addition will be erected, and a candy factory and refrigerating plant will be installed.

Knoxville, Tenn.—An ice and cold storage plant, six stories, 100 x 170 ft., brick and steel construction, and to cost \$100,000, will be erected at this place by the Atlantic Ice & Coal Corp., Atlanta, Ga.

Hennessey, Okla.—It is reported that the Hennessey Electric Power & Ice Co.'s plant will be purchased by F. H. Tathwell, who plans to reorganize the company, erect addition, and also install equipment, including additional unit for lighting plant and ice machine.

## REVIEW OF FOREIGN MEAT TRADE.

(Continued from page 17.)

lacking in independence, through the comparatively undeveloped state of our own Colonial supplies.

In Australia there are about 40 freezing works to deal with the exportable surplus from 11,000,000 head of cattle and 80,500,000 sheep and lambs; but the unreliability of the climate would appear to render a steady increase of exports from that source a matter of much uncertainty. New freezing works are in course of erection in the Northern Territory, which may to some extent augment the output; but when it is realized that there are in Argentina several freezing works, individually capable of shipping as much beef in the course of a year as do the whole of the existing works in Australia combined, it is manifest that any slight addition to the number of these latter cannot materially alter the relative position of the two sources

of supply. In Australia the presence of freezing works owned by the same interests as those which control the Argentine and United States trade, is not without its significance, if any attempt were ever made to co-ordinate the supplies produced within the Empire.

With regard to New Zealand, provision has been made for the output of meat up to the utmost limit of the local supplies available, or likely to be available in the near future. There are in that country no fewer than 40 freezing works, in operation or in course of construction, to deal with the exportable surplus from 25,000,000 sheep and lambs and about 2,000,000 head of cattle.

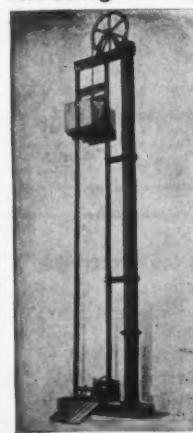
## Only Reliable British Sources of Supply.

Australia and New Zealand are practically the only regular and reliable sources of supply within the Empire, and they together furnished only 284,056 tons of meat in 1915, out of the 664,508 tons imported into the United Kingdom. In addition, there was a small import from Canada, and a still smaller import from South Africa. Although, as yet, the capabilities of these two new sources do not afford any grounds for hoping that they can become important in the immediate future, it should be in the interests of the Empire that everything possible should be done to foster their development and enlargement.

In the States of the Union of South Africa there are probably 6,000,000 cattle and 36,000,000 sheep, but these are not yet suitable to a large extent for exportation to European markets, and will require to be greatly improved in the mass before that source of supply can become really valuable in any emergency such as this country is now passing through. In Canada, the number of cattle is about 6,000,000, besides 2,000,000 sheep—a total which, having regard to the population of the Dominion and the severity of the winter, does not leave a very large margin for

## ICE HANDLING EQUIPMENT

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Cold Storage Houses, Coal Icing Stations



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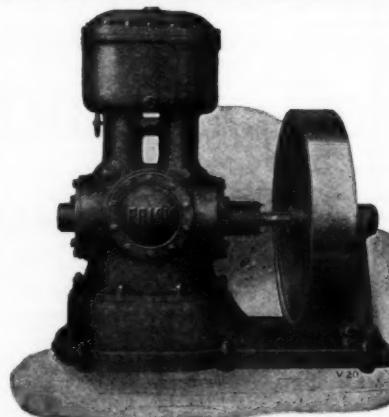
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New York, N. Y. .... Taylor Building  
Philadelphia, Pa. .... Wesley Building  
Baltimore, Md. .... American Building  
Pittsburgh, Pa. .... Jenkins Arcade  
Atlanta, Ga. .... Atlanta Nat. Bank Bldg.  
Dallas, Tex. .... Sumpter Building



Enclosed Machine

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Mollenberg-Betz Mch. Co. .... Buffalo, N. Y.  
G. A. Wegner Cons. & Eng. Co. .... Rochester, N. Y.  
John Hague Eng. Co. .... St. Louis, Mo.  
Sam Antonio M. & S. Co. .... San Antonio, Tex.  
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BUFFALO: Keystone Warehouse Co.  
CHICAGO: F. C. Schapper, Wakem & McLaughlin.  
CINCINNATI: Pan-Handle Storage Warehouse.  
CLEVELAND: General Cartage & Storage Co.; Henry Bollinger Estate.  
DETROIT: Riverside Storage & Cartage Co.  
DALLAS: Oriental Oil Company.  
HAVANA: O. B. Cintas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: York-California Construction Co.  
LOUISVILLE: Kentucky Consumers' Oil Co.; Union Warehouse Branch.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
NEWARK: American Oil & Sup. Co.  
NEW ORLEANS: Chas. F. Rants.

NEW YORK: Roessler & Hasslacher Chemical Co.; Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Stor. Co.  
PHILADELPHIA: Henry Bower Chem. Mfg. Co.  
PITTSBURGH: Penna. Transfer Co.  
PORTLAND, ORE.: Northwestern Transfer Co.  
PROVIDENCE: Rhode Island Whse. Co., Edwin Knowles.  
RIO DE JANEIRO: F. H. Walter & Co.  
ROCHESTER: Shipley Construction & Supply Co.; Rochester Carting Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pilsbury-Becker Eng. & Supply Co.  
ST. PAUL: Fidelity Storage & Transfer Co.; R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: York-California Construction Co.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: Spokane Transfer & Storage Co.  
SEATTLE: York Construction & Supply Co.  
TOLEDO: Morton Truck & Storage Co.  
WASHINGTON—Littlefield, Alvord & Co.

HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.

export under present conditions of farming.

Under these circumstances, it is difficult to avoid the conclusion that, unless something is done beyond leaving the conduct and development of the trade entirely to private enterprise, the position of producers within the Empire, and of all British companies trading in foreign countries, must become increasingly subordinate to the volume of business and power of control possessed by a few foreign capitalists.

It is, however, much easier to point out the position than to suggest a remedy. Some alleviation may be expected from the forthcoming equalization of taxation as between British and foreign companies trading in the United Kingdom. An appreciable reduction in working expenses might be secured by more friendly co-operation at the various sources of supply among British-owned establishments. The development of production within the empire could be materially assisted by concessions granted to Australasian shippers in respect of freight and finance, such as might attach to a scheme of increased storage facilities at the principal ports.

Finally, if it were ultimately decided to impose an import duty on meat for revenue purposes, it should be found possible to offer some definite advantages to British as against foreign operators. It is abundantly manifest that the farmers of Great Britain cannot produce sufficient meat for the country's requirements, and as competition is unavoidable, it is more in the interests of the nation that that competition should be British rather than foreign.

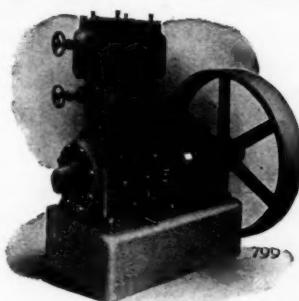
Any such developments would necessarily involve a departure from the free trade principles hitherto maintained in this Review as being most advantageous for the trade it represents; but if "the greatest good for the greatest number" is henceforth to be found in the consolidation of national interests against the outside world, rather than in securing plentiful supplies of food for the people, some economic changes such as are indicated above would seem to be demanded from the country.

### Prospects for the Future.

Underneath all the war conditions which render any ordinary market forecast impossible there remains the intrinsically sound statistical position which was developing steadily for a year or two before the war broke out. Normal consumption had overtaken normal supply. That position is today

(Continued on page 36.)

WATCH PAGE 48 FOR BARGAINS



## 746 York Refrigerating Machines Sold in 1915

This is the top notch record in the sale of Refrigerating Machines—beating the previous high record of 701 Machines established by us in 1913.

This may be regarded as a strong endorsement of YORK Products. We lead the field in point of output—have done so for years. No concern can maintain such a position unless its products possess merit of the highest order.

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## "Trucks constantly in use"—

And this is due largely to the fact, as indicated in this letter, that the two 1½-ton service trucks operated by the Fred Eckart Packing Co., Ft. Wayne, Ind., are equipped with

### GOODRICH WIRELESS TRUCK TIRES

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We test each cylinder before shipping. Sold subject to your test before using.

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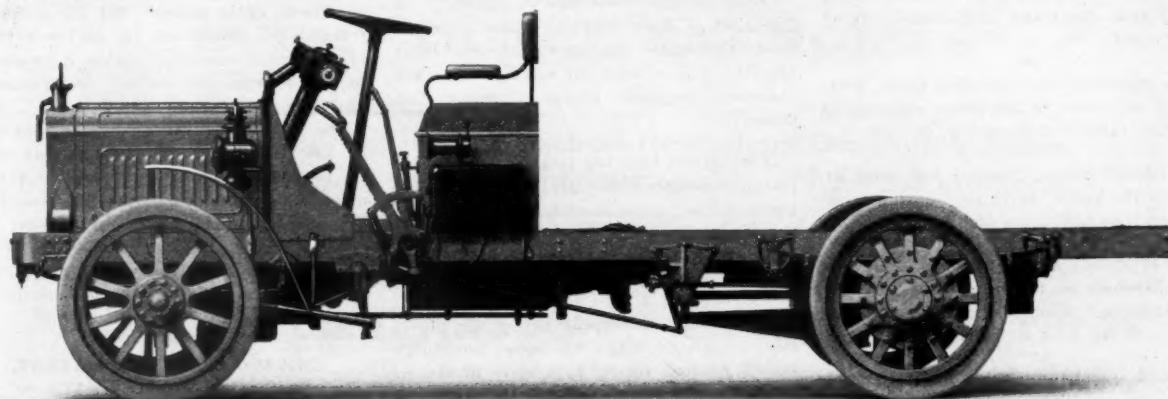


## FOR PURCHASING DEPARTMENTS

### NEW PACKARD LIGHT-SERVICE TRUCKS.

The new Packard light-service motor trucks, designed for the speediest and most efficient handling of comparatively light products, are now being delivered to customers, according to an announcement made by the Packard Motor Car Company of Detroit. It is believed that many packers will greet this announcement as the solution of difficult delivery problems.

These trucks, which are built in two sizes, of one to one-and-one-quarter and one-and-one-half to one-and-three-quarter tons, respectively, possess the stamina and ruggedness to withstand the stress of carrying their loads at a relatively high rate of speed. Their ease of riding is such that they will



CHASSIS OF THE NEW PACKARD LIGHT-SERVICE MOTOR TRUCK.

carry the most fragile burdens with safety, and their drivers in comfort.

The new trucks have been built for use not only in large fleets, but also among firms who do not operate an extensive motor delivery and whose drivers are more or less inexperienced. This latter is a point which will be appreciated by a good many. The new trucks are very simple in operation and maintenance. Centralized control, short turning radius, accessibility of working parts, making for easy repairs and adjustments, and simplicity of design are the outstanding features of the new trucks.

### BRECHT HOG DEHAIRING MACHINES.

The following prominent packers have recently installed the new Brecht hog dehairing and polishing machine:

D. B. Martin Company, Philadelphia, Pa.  
G. F. Pfund & Son, Philadelphia, Pa.  
John J. Buckley Company, Chester, Pa.  
D. B. Martin Company, Baltimore, Md.  
Zanesville Provision Company, Zanesville, Ohio.

Val Decker Company, Piqua, Ohio.  
L. Bornwasser & Company, Louisville, Ky.  
F. C. Stedman Company, Athens, Ohio.  
United Home Dressed Meat Company, Altoona, Pa.

These are only a few of the recent machines sold by The Brecht Company.

Is there some problem in the operation of your plant that bothers you? Submit it to The National Provisioner and get the answer.

### HIDE AND SKIN MARKETS.

(Concluded from page 30.)

#### New York.

**PACKER HIDES.**—The general tone of the packer market is steady to firm and prices paid for January salting certainly show no easiness. All killers say there is a fair inquiry for February brands and claim they will be able to obtain as much for these hides as they did for Januaries. One packer is decidedly firm set and not disposed to sell except on own terms. Some of the large buyers think the prevailing strength in the hide markets is not permanent, but this view, however, is not shared by packers, who are not carrying many hides unsold prior to February 1. One packer reports selling a car of January native bulls at 18½c., which is the price that all of the packers are holding January-Februarys for. January spready native steers are nomi-

slow with dealers still asking 17½c. and 18c. flat for 25 lbs. and up and 19@19½c. for extremes, the outside figures in each case being decidedly too high to be even looked at by tanners, who hold ideas generally around 17@17½c. for the former and 18½@18½c. for the latter as a possible trading basis.

**DRY HIDES.**—Common varieties of dry hides are very strong. The unsold stocks at the present writing are small. Importers last week instructed all brokers to withdraw Central Americans from the market and not offer them out at any price.

**WET SALTED HIDES.**—The frigorifico market continues on a level basis and trading has been fairly active throughout the week in review. Prices are unchanged, as the best hides of the season are coming forward now.

#### Boston.

The domestic hide demand in Boston is still moderate and inquiries are not numerous.

Tanners have not been able to sell leather at a price which shows any profit on today's costs. With the poorer hides coming in at the present season and the scarcity of tanning materials there is a greatly increased cost in the price of the finished leather. Another feature which is slowing up business is that hides bought at the present time would mean March or April shipment. The freight situation is still bothersome. The embargoes at Eastern points are delaying stocks on the road. Ohio buffs are quotable at 18@18½c., with extremes at 20@20½c. The southern hide market is quiet, with quotations ranging around 16½c. for far southerns, 17½@17½c. for middle sections of the south and 18@18½c. for northerns. The New England market is quiet with extremes offered around 19 to 19½c. for good quality Canadian hides are also quiet with offerings light.

The quality of calfskins offered to the New England tanner is very small and there are not enough to make a definite market quotation. Sales depend a good deal on conditions and just how bad the tanner needs them. Lots seldom get above 1,500 skins and these run back all the way into the fall. Tanners are anxious buyers as a rule. Average quotations on New England skins are \$1.50@1.60 for 4 to 5; \$2.10@2.20 for 5 to 7; \$2.60@2.70 for 7 to 9; \$3@3.10 for 9 to 12.

#### Philadelphia.

Considerable business has been effected in packer hides at full quotations. Latest sales have practically bared the market of all January take-off and now very little is being offered in packer stock prior to February 1 salting. Country market seems easier although all desirable lots are being picked up. Sales—2,000 native steers, 22½c.; 2,000 native cows, 20½c.; 2,000 native cows, 20½c.; 2,500 at 20c., prices depending on above mostly on percentage of cut throats; 800 native bulls 18c.; 800 buffs 17½c.; 800, 25 lbs. up, 18c. flat.

# Chicago Section

As a diplomat and politician "Big Bill" is sure some roughhouse boxer.

Board of Trade memberships are selling around \$4,250 net to the buyer.

Correspondence-school-trained crooks and murderers is a new departure.

Russia has wanted Constantinople these many, many years. Will she get it?

The scarlet wolf should be placed alongside the man-eating perch and the trout hound.

The present does not seem to be the right time to rave about the "higher civilization" in the world.

More important than arresting thugs, hold-ups and murderers to the police evidently is seeing the saloons close at 1 a. m.

The Boyer-Summer Company will move its offices to the Yards, where they have a large horn and bone warehouse and factory.

Most everybody interested looks for higher priced livestock in the near future, and is not enthusiastic about the quality expected, either.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, February 19, 1916, averaged for domestic beef 10.12 cents per pound.

Hell would seem to be a joke compared to the war now raging. And it is going to rage until one side or the other is completely licked, and that end does not appear to be in sight.

Our esteemed Mayor is bidding fair to out-point the Kernel. He has got as far as publicly denouncing some of his aldermanic

enemies as cowards, crooks and liars. Rather rude, wot?

The National Live Stock Exchange Committee is still roasting the packer on direct purchasing of livestock. "Ship your hogs where they can fill" is the committee's advice. Know what a "fill" is, don't you?

William Lorimer, the erstwhile popular politician, is on trial charged with conspiring to wreck the LaSalle Street Trust & Savings Bank, of which he was president. Mr. Lorimer is well known in the packing trade.

Cap'n George Wellington Streeter, of "destrict of Lake Michigan" fame, is again in the limelight. The Cap's mate, Mrs. Elma Streeter, will be tried for attempting to kill Detective Sergeant George Cudmore last October.

It would not be a bad idea for some of our "farmer" Senators, who are losing sleep trying to devise means to protect the dear public's health, to put over a law prohibiting diseased livestock being taken off the farm. Why not?

W. G. Press & Company say of the provision situation: "As we have previously stated, we look for 9c. hogs early in March. After the first of March the hog receipts will be uneven and hogs will come forward on favorable market days, for hogs that have not been shipped before March 1 are usually held in feeders' hands. The provision futures are strong, helped by the strong hog market and the fairly good demand for cured products. Dry salt meats have a very firm undertone, and bellies under 40 lbs. average are exceedingly hard to find. Then again there has been a reported sale of several million pounds of fatbacks to the French government and four or five million pounds of lard sold to the Belgian Relief Committee. All these things tend to give the futures a strong undertone. The South is now taking some ribs in preparation for the opening of the cotton planting season, but the market is getting to a level where caution should be observed in meats. As we have stated many times, stocks of lard are heavy and we have several months ahead before the usual lard season opens. We would take advantage of any reasonable advance to sell some lard."

## REVIEW OF FOREIGN MEAT TRADE.

(Concluded from page 33.)  
unaltered, if indeed it has not become accentuated.

All the markets existing when the war broke out remain intact; and it is almost certain that additional markets are being created by the war in France, Belgium and Italy. No important additions to the world's supplies have come into sight, though there is the promise of small developments in several new directions already indicated in this Review. Despite the very serious dislocations of trade caused by the special demands of the government, there is good reason to expect a high level of values when normal conditions again prevail; but the great uncertainty of outlook, so far as the duration of the war is concerned, makes it impossible to put forward any definite forecast as to the course of prices in 1916.

The splendid services rendered by the British navy in keeping open the high seas insure the continuance of full imports; but the requirements of the army will still demand the first consideration of the government; and the course of prices in the markets of the United Kingdom must be largely controlled by the proportion of the imports finally released for civilian consumption.

## CHICAGO LIVESTOCK MARKET.

(Continued from page 31.)  
or else they have not the hogs. The supply for the first three days of this week totaled approximately 114,000, as compared to 161,521 for the same period a week ago, and on Wednesday the trade ruled strong to 5c. higher with the bulk of the weighty, matured hogs selling \$8.45@8.60, top \$8.62½; medium and butcher weights, \$8.40@8.50; good light hogs \$8.30@8.40; light mixed grades \$8.15@8.30 and healthy pigs from \$7.00@7.50.

Following a firm and active market Monday to open the week, Tuesday's sheep and lamb trade was characterized by lack of activity on the part of slaughterers' agents who finally were able to buy the day's crop at a decline of 10@25c. per cwt. as compared with the previous session. Buyers were all busy during the early hours of Wednesday and sales made up to 11 o'clock looked about

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steady with the day before, with prospects that the day's business would show no decline in a general way. Now that the market is open for outward shipment on feeding account this branch of the trade is attracting considerable attention, although the proportion of supplies suitable to go to feed-yards is very small. A record price of \$10.75 was paid for two doubles of light lambs by a Michigan feeder Wednesday morning. They were of excellent quality and heavy shearers for that weight of lambs. We quote: Good to choice lambs, \$11@11.35; fair to medium, \$10.25@10.75; culs and common lambs, \$8.50 @9.50; good to choice light yearlings, \$9.60 @10; medium-fleshed and heavy yearlings, \$8.75&9.25; good to choice wethers, \$8.15@8.50; good to choice ewes, \$7.60@7.90; heavy native ewes, \$8@8.25; culs and common ewes, \$5&6; feeding lambs, \$10.25@10.75.

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February 26, 1916.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Feb. 14.....	14,340	1,076	79,504	19,916
Tuesday, Feb. 15.....	5,261	3,100	36,825	18,266
Wednesday, Feb. 16.....	13,612	2,007	44,802	18,495
Thursday, Feb. 17.....	5,856	1,957	33,726	11,175
Friday, Feb. 18.....	1,772	512	36,719	6,607
Saturday, Feb. 19.....	250	40	19,563	1,675
Total last week.....	40,621	8,710	251,525	76,134
Previous week.....	56,492	8,004	256,433	60,440
Cor. week, 1915.....	38,322	4,989	219,285	52,441
Cor. week, 1914.....	52,177	6,512	149,261	124,375

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Feb. 14.....	3,007	119	18,361
Tuesday, Feb. 15.....	772	185	7,935
Wednesday, Feb. 16.....	3,597	17	9,562
Thursday, Feb. 17.....	1,652	114	7,025
Friday, Feb. 18.....	564	...	7,569
Saturday, Feb. 19.....	...	4,250	...
Total last week.....	10,192	435	54,642
Previous week.....	12,949	578	67,978
Cor. week, 1915.....	7,336	352	24,455
Cor. week, 1914.....	22,878	355	55,182

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Feb. 19, 1916.....	390,174	2,157,739	1,608,757
Same period, 1915.....	302,473	1,516,580	570,272
Combined receipts of hogs at eleven points:			
Week ending Feb. 19, 1916.....	787,000		
Previous week.....	841,000		
Cor. week, 1915.....	616,000		
Cor. week, 1914.....	493,000		
Total year to date.....	6,056,000		
Same period, 1915.....	4,860,000		
Same period, 1914.....	3,954,000		

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to Feb. 18, 1916.....	132,100	670,400	207,500
Week ago.....	161,900	736,700	207,400
Year ago.....	87,700	553,100	191,900
Two years ago.....	136,100	420,700	271,300
Combined receipts at seven markets for 1916 to Feb. 19, and same period a year ago:			
1916.....	1915.....		
Cattle.....	1,080,000	941,000	
Hogs.....	5,179,000	3,967,000	
Sheep.....	1,487,000	1,584,000	

## CHICAGO PACKERS' HOG SLAUGHTER.

	Cattle.	Hogs.	Sheep.
Week ending Feb. 19, 1916:			
Armour & Co.....	47,600		
Swift & Co.....	21,300		
S. & S. Co.....	15,200		
Morris & Co.....	16,000		
Hammond Co.....	11,100		
Western P. Co.....	11,100		
Anglo-American.....	13,300		
Independent P. Co.....	13,600		
Boyd-Lunham.....	9,700		
Roberts & Oake.....	7,100		
Brennan P. Co.....	7,500		
Miller & Hart.....	4,100		
Others.....	25,900		
Totals.....	203,500		
Total last week.....	194,500		
Total cor. week, 1915.....	205,900		
Total cor. week, 1914.....	112,700		
Total for 1916 to date.....	1,561,900		
Corresponding period, 1915.....	1,403,200		

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$8.20	\$8.20	\$7.35	\$11.00
Previous week.....	8.05	8.20	7.65	10.95
Cor. week, 1915.....	7.20	6.03	6.45	8.45
Cor. week, 1914.....	8.23	8.65	5.70	7.55
Cor. week, 1913.....	8.30	8.36	6.00	8.80
Cor. week, 1912.....	6.60	6.22	4.05	6.05
Cor. week, 1911.....	6.15	7.26	4.25	6.10

## CATTLE.

	Steers, good to choice.....	Yearlings, good to choice.....	Inferior steers.....	Good to choice helpers.....	Good to choice cows.....	Cutters.....	Canners.....	Butcher bulls.....	Bologna bulls.....
	\$8.00@ 9.65	7.75@ 9.25	6.00@ 6.90	5.00@ 7.25	4.50@ 6.50	3.80@ 4.50	3.25@ 4.00	6.00@ 6.75	5.00@ 6.30

Good to prime veal calves.....	9.50@11.25
Heavy calves.....	7.50@ 9.25

## HOGS.

Prime light butchers.....	\$8.00@8.20
Fair to fancy light.....	8.00@8.40
Prime med. weight butchers, 240-270 lbs.....	8.20@8.40
Prime heavy butchers, 270-310 lbs.....	8.20@8.40
Heavy mixed packing.....	8.05@8.30
Rough heavy packing.....	7.90@8.05
Pigs fair to good.....	6.50@7.00
*Stags.....	7.00@7.60

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Native ewes, fair to good.....	\$.25@ 8.00
Western fed ewes.....	6.25@ 8.10
Yearlings.....	7.50@10.00
Wethers, fair to choice.....	6.00@8.35
Feeding lambs.....	9.50@10.40
Colorado lambs.....	9.65@11.50
Fed western lambs.....	9.75@11.50

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, FEBRUARY 19, 1916.

PORK—(Per bbl.)—

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	\$20.85	\$20.95	\$20.65	\$20.70
July.....	20.87½	20.95	20.75	20.75

LARD—(Per 100 lbs.)—

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May.....	10.35	10.42½	10.30	10.30
July.....	10.52½	10.60	10.47½	10.47½

RIBS—(Boxed, 25c. more than loose)—

	Open.	High.	Low.	Close.
RIBS—(Boxed, 25c. more than loose)—				
May.....	11.55	11.55	11.45	11.45
July.....	11.60	11.62½	11.57½	11.60

MONDAY, FEBRUARY 21, 1916.

PORK—(Per bbl.)—

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	20.70	20.77½	20.60	20.70
July.....	20.75	20.77½	20.62½	20.75

LARD—(Per 100 lbs.)—

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May.....	10.37½	10.45	10.37½	10.45
July.....	10.55	10.62½	10.52½	10.62½

RIBS—(Boxed, 25c. more than loose)—

	Open.	High.	Low.	Close.
RIBS—(Boxed, 25c. more than loose)—				
May.....	11.57½	11.66	11.35	11.35
July.....	11.67½	11.67½	11.47½	11.47½

THURSDAY, FEBRUARY 24, 1916.

PORK—(Per bbl.)—

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	20.90	20.95	20.65	20.65
July.....	20.77½	20.85	20.60	20.60

LARD—(Per 100 lbs.)—

	Open.	High.	Low.	Close.
LARD—(Per 100 lbs.)—				
May.....	10.35	10.37½	10.30	10.35
July.....	10.50	10.57½	10.50	10.52½

RIBS—(Boxed, 25c. more than loose)—

	Open.	High.	Low.	Close.
RIBS—(Boxed, 25c. more than loose)—				
May.....	11.35	11.50	11.32½	11.42½
July.....	11.47½	11.57½	11.45	11.50

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

## CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.  
Carcass Beef.

Prime native steers	14	@15
Good native steers	13 1/2	@14
Native steers, medium	12 1/2	
Heifers, good	10	@11
Cows	9	@10 1/2
hind Quarters, choice	11 1/2	
Fore Quarters, choice	11	

## Beef Cuts.

Beef Tenderloins, No. 1	22	
Beef Tenderloins, No. 2	24	
Steer Loins, No. 1	25	
Steer Short Loins, No. 1	31 1/2	
Steer Loins, No. 2	18	
Steer Short Loins, No. 2	23 1/2	
Cow Loins	12	@13
Cow Short Loins	18	@20
Cow Loins Ends (hips)	17	
Sirloin Butts, No. 3	14 1/2	
Strip Loins, No. 3	10	@13
Steer Ribs, No. 1	16	
Steer Ribs, No. 2	14 1/2	
Cow Ribs, No. 2	13	
Cow Ribs, No. 3	12	
Rolls	10	
Steer Rounds, No. 1	11 1/2	
Steer Rounds, No. 2	11	
Cow Rounds	9	
Flank Steak	15	
Rump Butts	12	
Steer Chucks, No. 1	9 1/2	
Steer Chucks, No. 2	9	
Cow Chucks	8	
Boneless Chucks	9	
Steer Plates	8	
Medium Plates	7 1/2	
Briskets, No. 1	10	
Briskets, No. 2	9	
Shoulder Clode	12 1/2	
Steer Naval Ends	7	
Cow Naval Ends	6 1/2	
Fore Shanks	6 1/2	
Hind Shanks	5 1/2	
Hanging Tenderloins	12	
Trimmings	8 1/2	

## Beef Offal.

Brains, per lb.	4 1/2	@ 6
Hearts	5	@ 5 1/2
Tongues	17	
Sweetbreads	20	
Ox Tail, per lb.	8 1/2	
Fresh Tripe, plain	4 1/2	
Fresh Tripe, H. C.	5 1/2	
Livers	7	@ 7
Kidneys, each	4	

## Veal.

Heavy Carcass, Veal	12	
Light Carcass	14 1/2	@15 1/2
Good Carcass	16	@16 1/2
Good Saddles	17 1/2	@18 1/2
Medium Racks	12	
Good Racks	14	

## Sweetbreads.

Brains, each	6 1/2	
Calf Livers	26	@27
Heads, each	25	

## Lambs.

Good Calf Lambs	16	
Round Dressed Lambs	18	
Saddles, Calf	18	
R. D. Lamb Fores	15 1/2	
Calf Lamb Fores	14 1/2	
R. D. Lamb Saddles	20	
Lamb Fries, per lb.	20	
Lamb Tongues, each	4	
Lamb Kidneys, per lb.	12	

## Mutton.

Medium Sheep	13	
Good Sheep	14 1/2	
Medium Saddles	14	
Good Saddles	16	
Good Fores	12	
Medium Racks	11	
Mutton Legs	15	
Mutton Loins	9	
Mutton Stew	8	
Sheep Tongues, each	2 1/2	
Sheep Heads, each	10	

## Fresh Pork, Etc.

Dressed Hogs	10	@10 1/2
Pork Loins	12 1/2	
Leaf Lard	10 1/2	
Tenderloins	23	
Spare Ribs	8 1/2	
Butts	11 1/2	
Hocks	8	
Trimmings	8	
Extra Lean Trimmings	13	
Tails	7 1/2	
Snots	5	
Pigs' Feet	6	
Pigs' Heads	6	
Blade Bones	9	
Blade Meat	9	
Cheek Meat	8	
Hog Livers, per lb.	3 1/2	
Neck Bones	3 1/2	
Skinned Shoulders	10 1/2	
Pork Hearts	6	
Pork Kidneys, per lb.	5 1/2	
Pork Tongues	5	
Skip Bones	5 1/2	
Tail Bones	5	
Brains	5 1/2	
Backfat	10	
Hams	15 1/2	
Calas	10 1/2	

Bellies	14	@14
Shoulders	10	@10 1/2

## SAUSAGE.

Columbia Cloth Bologna	10	
Bologna, large, long, round, in casings	10	
Choice Bologna	11	
Frankfurters	12	
Liver, with beef and pork	9 1/2	
Tongue	11	
Minced Sausage	12	
Luncheon Sausage, cloth paraffine	12	
New England Sausage	12	
Prepared Luncheon Sausage	12	
Special Compressed Sausage	12	
Berliner Sausage	12	
Oxford Butts in casings	12	
Polish Sausage	12	
Garlic Sausage	12	
Country Smoked Sausage	12	
Farm Sausage	12	
Pork Sausage, bulk or link	12	
Pork Sausage, short link	12	
Boneless lamb butts in casings	12	
Luncheon Roll	12	
Delicatessen Loaf	12	
Jellied Roll	12	

## Summer Sausage.

Best Summer H. C. (new)	14 1/2	
German Salami	11	
Italian Salami (new goods)	11	
Hofsteiner	12	
Mettwurst	12	
Farmer	12	

## Sausage in Brine.

Bologna, kits	1.45	
Bologna, 1/2@1/2	2.00	@ 8.00
Pork Link, kits	2.00	
Pork Link, 1/2@1/2	2.00	@ 8.00
Polish sausage, kits	1.95	
Polish sausage, 1/2@1/2	2.00	@ 9.00
Frankfurts, kits	2.25	
Frankfurts, 1/2@1/2	2.00	@ 10.00
Blood sausage, kits	1.55	
Blood sausage, 1/2@1/2	2.00	@ 7.25
Liver sausage, kits	1.55	
Liver sausage, 1/2@1/2	2.00	@ 7.25
Head Cheese, kits	1.55	
Head Cheese, 1/2@1/2	2.00	@ 7.25

## CORNED, BOILED AND ROAST BEEF.

No. 1, 2 doz. to case	\$2.15
No. 2, 1 or 2 doz. to case	4.15
No. 3, 1 doz. to case	14.50
No. 4, 1/2 doz. to case	41.50

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	\$2.60
4-oz. jars, 1 doz. in box	5.00
8-oz. jars, 1/2 doz. in box	9.50
16-oz. jars, 1/2 doz. in box	17.75

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	19.50
Plate Beef	19.00
Prime Mess Beef	19.00
Mess Beef	18.00
Reef Hams (220 lbs. to bbl.)	—
Bump Butts	22.00
Mess Pork	22.00
Clear Fat Backs	23.00
Family Back Pork	23.50
Bean Pork	17.25

## LARD.

Pure lard, kettle rendered, per lb., tcs.	12 1/2
Pure lard, substitute, tcs.	11
Lard, compound	11
Cooking oil, per gal., in barrels	7 1/2
Cooks' and bakers' shortening tubs	11 1/2
Barrels, 1/2c. over tierces, half barrels, 1/2c. over tierces; tubs and pails, 10 to 80 lbs., 1/2c. to 1c. over tierces.	17 1/2

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago	13 1/2@22
Cartons, rolls or prints, 1 lb.	10 1/2@23
Cartons, rolls or prints, 2@5 lbs.	10@22 1/2
Shortenings, 30@60 lb. tubs.	12 1/2@15 1/2

## DRY SALT MEATS.

(Boxed. Loose are 1/4c. less.)	14 1/2
Clear Bellies, 14@16 avg.	14 1/4
Clear Bellies, 18@20 avg.	14
Rib Bellies, 20@25 avg.	10@10 1/2
Fat Backs, 10@12 avg.	11 1/2
Fat Backs, 12@14 avg.	12
Fat Backs, 14@16 avg.	12
Extra Short Clears	12 1/2
Extra Short Ribs	12 1/2
D. S. Short Clears, 20@25 avg.	12 1/2
Butts	12 1/2
Bacon meats, 1/2c. more.	13 1/2

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	17
Hams, 16 lbs., avg.	17 1/2
Skinned Hams	17 1/2
Calas, 4@12 lbs., avg.	11 1/2
Calas, 6@12 lbs., avg.	11 1/2
New York Shoulders, 8@12 lbs., avg.	13 1/2
Breakfast Bacon, fancy	23
Wide, 10@12 avg., and strip, 5@6 avg.	16
Wide, 8@8 avg., and strip, 3@4 avg.	16
Rib Bacon, wide, 8@12, 4@6 avg.	12 1/2

Dried Beef Sets	22 1/2
Dried Beef Insides	26
Dried Beef Knuckles	23 1/2
Dried Beef Outsides	21

# Retail Section

## FROM JOURNEYMAN BUTCHER TO TRADE LEADER

### Qualities That Brought Success from a Small Start

By a Veteran Retailer.

About 31 years ago a young journeyman butcher in New York City came to the wise conclusion that he had worked long enough and hard enough for another man, and that if he could "make good" for another, he could do as well or even better for himself.

His courage can be understood when it is told that his working capital at that time was just \$18 in cash. But he managed to borrow enough money to pay rent, buy a few necessary fixtures and a small amount of stock to commence business with.

From the day he first hung out his shingle and stood behind his own bench it was hard work. It took unlimited patience, unfailing courtesy, strict attention to small details, keeping down any and every unnecessary expense.

He went to market at such an early hour every morning that his goods were brought to his shop and he was ready for business at the opening hour. This enabled him to stand behind his counter every day, all day long, doing his own cutting and putting up every order himself. So it can be easily understood how carefully they were attended to.

There were no convenient telephones in those days, and he could not afford to forget anything, either in the buying or selling end. His middle name was Perseverance. And so he worked hard for a number of years in the old Fourth avenue shop, that in later years was to become one of the best known markets in the city, very slowly and carefully building up a trade with small customers, before he had the nerve (as he modestly expresses it) to go after some of the "big fish."

And slowly but surely the business increased. From his very first day in business he had made up his mind that "quality" would be the keystone of his success, and never for a moment was that forgotten. Regardless of scarcity of good goods, market conditions, difficulty in finding the class of goods he wanted, and without which he would not be satisfied, he clung fast to his ideals. Murray Hill aristocrats began to sit up and take notice, and sent their maids or butlers around for a chop or two or a little fruit or a bit of game that their own butcher had perhaps forgotten, or could not get.

And always with the same result. Year in and year out, in season or out, he had the goods. And unlike many less successful men, he did not demur at selling a stranger three "first-cut" chops, or a broiler or one-quarter of a pound of mushrooms.

Nor did he say to the servant who came around: "Tell your missus to buy her few cents worth of fancy goods from her own butcher!" Wherein he was extremely wise, because he knew well that if he would persevere, some day he—and not the other fellow—would be her butcher. And every one of that kind of customers average all the way from \$5 to \$25 a day—not a week.

It is hardly necessary to mention the name of this butcher to New Yorkers. All who are at all familiar with meat history in Greater New York know by this time that it was George Shaffer who was making history in the meat business in the old frame building at Fourth avenue and Thirty-second street, Manhattan, which was at that time and probably is yet one of the most aristocratic neighborhoods in this or any other city.

More old families of wealth and ancient



GEORGE H. SHAFFER.

lineage having mansions in the old Murray Hill section, names that stand for wealth, big business and big things were added to the long list on George Shaffer's books, until they began to look like a society directory.

Today it is complete. He builded even wiser than he knew. Once he became the accepted butcher of the blue-stocking brigade, his business grew by leaps and bounds. It is well known that this kind of trade are always entertaining, and orders amounting to two and three hundred dollars for meats and game for one evening are considered nothing out of the ordinary.

In time the old quarters grew far too small for the business, and after much difficulty another aristocratic location was selected at the northeast corner of Sixty-first and Madison avenue. This store is surely ideal for his business.

He carries in stock every modern luxury for the table. It is needless to mention the meats—they are "Shaffer quality," from baby beef to January spring lambs. The fish de-

partment is famous. Every high class kind of fish that swims in fresh or salt water, from the dainty pompano of Southern waters to the gamey muskalonge of the Northwest, the luscious whitefish that are caught through holes in the ice, the green smelts of a half-pound each, the famous striped bass from nearby waters, the exquisitely colored trout from mountain streams—these are always on hand.

An "unusual order" is not in their vocabulary. Nothing is unusual, from orchid salad with all the colors of the rainbow, at \$1.50 per pound, to hothouse grapes at \$8 a pound. Or 20 dozen pairs of sweetbreads at \$2 per pair, or cream-fed squab, or rooster fries and cocks' combs for garnishing salads; or Virginia hams, from either peanut or mushroom-fed hogs.

And to properly look after this business, which is considered the finest of its kind, Mr. Shaffer has had the cellar of his store fitted up with white tiled walls and concrete floors, where a 10-ton Shipley refrigerating machine makes cold air for seven big refrigerators, a freezer and the corned meat department. There is also a completely-equipped hot house, the only one in this country used by a retail butcher.

The delivery department is a three-story concrete building. In the garage are six automobile delivery trucks, three wagons, four horses, two business sleighs and two huge pleasure cars, all looked after by the garage boss, who has the entire top floor for his family. And no modern engine house in the city fire department is more spick and span.

The automobile delivery makes three trips weekly through Long Island to Oyster Bay, and up the Hudson River. There are 32 employees on the pay roll of this market. The business done by Mr. Shaffer last year was over \$310,000.

With his well-known modesty he told the writer that he attributes his success in life to one thing only. And with due reverence he removed his hat and pointed to his wife, saying: "I have her to thank for it all."

It is his boast that in 31 years he has not been 31 days away from his business during his season. And to this day, as he did 31 years ago, he opens and closes his store himself, which is something that ought to make the discontented little shopkeeper sit up and take notice.

Mr. Shaffer related this story with a grin of amusement. When he first started in business he had bought two lambs from the elder Harrington, who sent them c. o. d. He happened to be out at the time, and the driver refused to leave them without the money, so they went back. The two had many a laugh over that in later years. Fancy, if you can, George Shaffer being refused about \$7 worth of credit?

This is the interesting history of a self-made man, who started with nothing and in debt, who worked hard, long hours daily, who ground and plugged away—and every butcher

reader of this knows exactly what he was up against!

He was not lucky. He earned it; and earning it, he deserves it. After 31 years of hard work, and at 54 years of age, he opens and closes his own shop every day. Think it over!

L. A.

THE SUCCESSFUL MERCHANT.

Value of Cash Customers.

[EDITOR'S NOTE.—This is the fourth of a series of short inspirational articles for dealers and clerks, written for The National Provisioner by William Arthur.]

A lot of merchants relieve themselves of their bad tempers by being mean to their cash customers.

They reserve their smiles for the charge customers, feeling that they dare not offend those who owe them money.

The writer has before him a list of seventy-six reasons why merchants fail. One of these reasons is, "Failure to realize value of cash customers."

The family that pays as it goes is the most valuable patron any store can have. such purchasers should be given the best service within the power of the merchant to give.

They enable the merchant to turn over his capital frequently. A dozen leaks that are always present when business is done on a charge basis are absent in cash business.

In view of this, then, why not give the cash buyer the same service the charge patron gets? Give him quick service.

Smile at the cash patron. He's the independent man. He may go to any store and get anything he wants. So you see if he comes to your store you've got to give him something a little better than the other fellow offers—either in service, value or cleanliness.

LOCAL AND PERSONAL.

A meat market will be opened in the Robertson Block, Stamford, N. Y., by Claude White, of Prattsville, N. Y.

Edward S. Bateman and Fred Volk have purchased the meat market on Albany street, Herkimer, N. Y., conducted by Taylor & MacFeegan for the last ten years.

Frank Lundquist has sold an interest in his meat market on Fourteenth street, Rockford, Ill., to Claus Anderson.

Albert Tyler's meat and grocery market in Cherryfield, Me., has been destroyed by fire.

A meat market will be opened by Robert Johnson at 224 East Mill street, Austin, Minn.

L. E. Fatland, of Huxley, has purchased the meat market in Story City, Iowa, conducted by Olson & Olson.

A meat and grocery market will be opened in the Gus Kritzer Building on the West Side, Charles City, Iowa, by John E. Imus.

The meat business of Edward J. Hobson will be removed from 116 East Vandalia street to 107 Vandalia street, Edwardsville, Ill.

A meat market will be opened at the corner of West Third and Van Buren streets, Oswego, N. Y., by Laurence O'Conner.

F. W. Vautsmeier has sold his meat market at Walnut and Elk streets, Freeport, Ill., to C. M. Hutchinson.

E. Bousson's meat market at Thirteenth and Church streets, Galveston, Texas, has been burglarized.

Julius Schuster, formerly a member of the wholesale butcher firm of I. Stiebel Company, died suddenly at his home, 46 Fort Washington avenue, New York, N. Y.

Barron & Rosenblum, Inc., New York, N. Y., butchers, has been incorporated with a capital stock of \$5,000 by R. L. and M. D. Barron and F. M. Rosenblum, 157 Orchard street, New York, N. Y.

Everett L. Swan, formerly in the meat business, died at his home in Orange, Mass., as the result of paralysis.

Bowlard's meat market at Oilton, Okla., has been destroyed by fire.

Charles Ward has disposed of his meat market in Barry, Ill., and is now connected with Buehler Bros.' meat market, Quincy, Ill.

The meat market in Murrayville, Ill., formerly conducted by W. B. Worrall, is now under the management of H. U. Osborne.

H. Farrel, who was for several years a butcher in Branford, Conn., has opened a meat market in East Haven, Conn., in the store recently used as a grocery store by Frederic Northam.

Peter Geier, 56 years of age, and who has been connected with the meat business in Richmond, Ind., for many years, dropped dead in his delivery wagon from heart failure.

The poultry market in Keithsburg, Ill., formerly owned by J. W. Abrams, has been purchased by W. H. Shreitling and T. D. Winders.

Clay Eaton has sold his meat and restaurant business in Sciota, Ill., to C. and R. Litchfield.

A voluntary petition in bankruptcy has been filed by William E. Truesdale, a former butcher of Niagara Falls, N. Y. Liabilities, \$883.00, and assets, \$505.43.

A meat department has been added to E. D. Riordan's grocery store in Macomb, Ill.

Bromley & Herold have purchased the meat business in Walkerville, Mich., of Henry B. Benton.

C. H. Porter, of Brandon, has decided to engage in the meat business at Independence, Ia.

Chas. M. Simpson has purchased the meat business in Charles City, Ia., of Imus & Von Berg.

Louis DeKraker has succeeded to the meat business of DeKraker & DeKoster in Holland, Mich.

A branch house has been opened on Madison avenue, Grand Rapids, Mich., by the Chicago Packing House Market.

M. A. James has sold his meat market on North Main street, Abingdon, Ill., to James Paulsgrove. It is reported that Mr. James will go into the meat business in Hedrick, Iowa.

Herman Burgert has opened a meat market in the Schofield Building, Washington street, Mendota, Ill. He is being assisted by Albert and Oscar Heiman.

William Nott has sold his meat market on Water street, McHenry, Ill., to Joseph Leickem. Mr. Nott will enter the meat business in Lake Geneva, Wis., having leased the Hague & Bucknell meat market.

Ullrich & Co. have sold their meat and grocery market in Burlington and Wauola avenues, LaGrange, Ill., to Leon Raub and W. T. Durland.

The thirty-eighth annual ball of the St.

Louis (Mo.) Master Butchers' Association was held on Thursday evening, February 24, in the Knights of Columbus Building.

Jinkins' meat market at Salem, Neb., has been destroyed by fire.

The Maine Grocery Company, Portland, Me., to conduct a general wholesale and retail grocery, fish and provision business, has been incorporated with a capital stock of \$100,000.

L. E. Fatland has purchased the meat market of Olsen & Olsen in Story City, Ia.

George Scott has sold out his meat business in Palisade, Neb., to Emery Pierson.

H. F. Hewaldt is about to engage in the meat business in Broadwater, Neb.

Chas. Harris has engaged in the meat business in Emerson, Neb.

J. C. Kucera has opened his Palace meat market at Fullerton, Neb.

U. H. Cravatt has purchased the meat business of J. Gessell at Blue Springs, Neb.

J. W. Park has sold his butcher shop in Kirkwood, Ill., to Robert McDowell, of La Harpe, Ill.

A meat market has been opened in Lorraine, Ill., by S. M. Curless and Charles Hester.

John Henninger, who recently conducted a meat market in Potter, Kan., has opened a new one in Piper, Kan.

A new meat market has been opened at Victor and McMillan streets, Cincinnati, Ohio, by Joseph H. Boehm.

W. E. Briggs will move his meat business to Front street, Lafayette, Ill.

The City meat market, Ocheyedan, Iowa, has been taken over by C. M. Gardner.

William Mann, a retired meat dealer, died at his home, 704 Gates avenue, Brooklyn, N. Y., at the age of sixty-four.

Meyer Graham Court meat market, New York, N. Y., to deal in meat and poultry, has been incorporated with a capital stock of \$2,000 by Blanche Meyer, Blanche Kaplan and Samuel Fisher.

Arthur Parsons has rented a store on Autumn street, East Rochester, Me., in which he will open a meat and provision market.

Solomon Blumenthal, formerly in the wholesale butcher business, died at his home, 8701 Twenty-third avenue, Bath Beach, N. Y., at the age of ninety-two.

Swope & Brockley will open a meat market in the Newman Building on Frederick street, Hanover, Pa.

KEEP YOUR PROVISIONER ON FILE.

The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated or another copy furnished. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of this publication, he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published ever six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information. The binder is new, and is the handiest and most practical yet put on the market. It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

February 26, 1916.

## New York Section

Superintendent Frank A. Lyman, of Armour's New York territory, is in the South for a brief recreation trip.

Swift & Company's sales of beef in New York City for the week ending February 19, 1916, averaged as follows: Domestic beef, 11.36 cents per pound.

Secretary F. S. Hayward, of Swift & Company, and R. C. MacManus, head of the Swift legal department, were in New York for a day during the week.

Among Morris & Company visitors in New York this week were W. T. S. White, of the poultry department; L. D. Schreiber, of the renovated butter department, and D. F. O'Brien, the Supreme ammonia booster.

Fred Staehle, the well-known Eastern District butcher and trade association leader, has incorporated his meat business under the name of the F. J. Staehle Co., Inc., with a capital stock of \$10,000. The incorporators are F. J. Staehle, E. T. Wright and L. Baer.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending Saturday, February 19, 1916, by the New York City Department of Health: Meat.—Manhattan, 4,805 lbs.; Brooklyn, 41,430 lbs.; Queens, 40 lbs.; total, 46,275 lbs. Fish.—Manhattan, 1,315 lbs.; Brooklyn, 20 lbs.; The Bronx, 5 lbs.; total, 1,340 lbs. Poultry and Game.—Manhattan, 4,973 lbs.; Brooklyn, 42 lbs.; The Bronx, 10 lbs.; total, 5,025 lbs.

Henry Heymann, father of Secretary L. H. Heymann, of Morris & Company, Chicago, and of Hugo Heymann, the well-known New York butcher, died on Friday of last week at his home in New York City, at the age of 76. He had not been in the best of health for some time, and Secretary Heymann made numerous trips from Chicago to visit his father, who was well known and most highly thought of in the trade. He leaves a widow, three sons and one daughter. Funeral services were held on Sunday and burial was in Mount Hope Cemetery.

The Allied Food Merchants Association held its February meeting at the Hotel Manhattan last Wednesday evening, with President Webber in the chair. Secretary Rappaport read the minutes of the previous meeting, which were adopted as read, as was the report of Treasurer Davey. Charles Thorpe made a report on pending legislation before the legislature at Albany, and it was decided to send Ex-Alderman Joseph Schloss to Albany to represent the association at the hearing on the Josephs bill, which permits Sunday opening. It was also suggested that the association hold a beefsteak dinner and plans to that effect were put under way.

Older members of the butcher craft in New York City have learned with sorrow of the death of George Strecker. Mr. Strecker

died on the evening of Sunday last at his home, 1019 East 180th street, The Bronx. He was born in Germany eighty-nine years ago. He came to New York as a young man, where he worked as a journeyman and later opened his own shop. His last place was at the southwest corner of 117th street and Third avenue. He retired from business about thirty-five years ago. His wife and one daughter died before him. He lived at the time of his death with the surviving daughter. Mr. Strecker had accumulated much property, including his residence and the property at 117th street. The interment was at Woodlawn on Wednesday.

The fiftieth anniversary of the Société Culinnaire Philanthropique will be celebrated from February 29 to March 4 at the Grand Central Palace, when the society will hold an Exposition of Culinary Art. The amount of interest the general public is taking this year has been gratifying to the society. Mr. Ed. Panchard, chef at the Hotel McAlpin, who is directing the exposition, has been overwhelmed by inquiries from people outside the culinary art. Several of the largest women's organizations have reserved special hours at the different sessions, when their organization will attend in a body. On these occasions instructive programmes have been arranged and lectures on the art of preparation for home consumption will be delivered by prominent members. A few of the women's organizations which will be entertained are the New Jersey Federation of Women's Clubs, Housewives' League, Teachers' College and the Vacation League. From the professional standpoint this year's display exceeds any previous exposition. Fourteen prize cups in silver and about twenty medals in gold, silver and bronze have been offered for the various competitions.

### WEBBER EMPLOYEES' BALL.

The Richard Webber Mutual Benefit Society, the employees organization connected with the Webber markets throughout the city, had its reception and dance Tuesday evening, February 22, at the Lyceum, Eighty-sixth street and Third avenue. The affair outshone anything which was anticipated by the committees or the members. It was immense. From the time Professors Grupe and Beck raised their hands to start the music at the early part of the evening until the windup in the early hours of dawn, it was a constant round of merrymaking and good fellowship.

Everyone attended, from the little office boy, check girl and stenographer to the department heads, managers and proprietors. Everything went to make it a most enjoyable evening. The music was appropriate for the night and the spirit of friendship hovering over the assemblage was never better shown. The American flag was much in evidence.

The chairmen of the various committees, to whom thanks are due for the excellent efforts were F. C. Simberlund, arrangement committee; Chas. E. Cary, floor committee; Walter

V. Spooner, reception committee, and C. M. Stone, press committee.

Among those present were Richard Webber, William Webber, Charles Webber, Ven Webber, Walter V. Spooner, auditor; Chas. M. Stone, assistant auditor; R. J. Blakely, manager delivery department; P. Meirsch, manager fish department; Theo. Carlewitz, supervising butcher; F. A. Kassabohm, manager vegetable department; P. J. Gately, chief engineer; Louis S. Rappaport, advertising manager; F. C. Simberlund, floor superintendent; E. France, C. Hunter, M. Elthal, G. Muit, Al Loeffler, Walter Mackie, J. Kieran, J. Conway, G. Emerich, Jr., D. Bennett, G. Colbert, L. Fuss, D. Shayvitz, E. Guldon, P. Link, W. Schmidt, O. Hoffman, C. Woods, H. Ebling, C. Young, E. O'Connor, M. Britzman, W. Smith, C. Mergler, B. Egner, M. Fraher, E. Davis, H. Balz, J. Kramer, A. Anbro, J. Bell, E. Blakely, C. Cary, P. Claire, J. Cudney, P. Daly, W. Earl, W. J. Fey, M. France, J. Frankenstein, S. Freid, E. Higgins, J. T. Hoey, C. Hoffman, M. Isaac, G. Jewell, J. Joyce, J. Meyer, F. E. Nickles, T. O'Leary, R. Ovenden, J. J. Pendergast, B. Polok, P. Staudt, H. Steiner, J. Thompson, H. G. Teitz, P. Walz, W. Allen, Dr. F. A. Kassebohm, Dr. William A. Somerville, W. Winrow.

The ladies included Miss "Kit" Stritmatter, Candidate for Queen of the Harlem Carnival; Misses "Queenie" Fitzpatrick, Holsgrave, A. O'Connor, A. Chilberg, A. McCarthy, M. Sinnot, H. Kieran, J. Jedlica, C. Schaefer, M. Sheehan, M. Enright, M. Gribben, R. Flynn, T. Lavin, Mrs. E. Richards, E. Weirisch, E. Reeker, M. McLoughlin, A. Burns, A. Bauch, M. Farrell, R. Finlay, M. Healey, T. Tunnard, A. Burri, T. Clapper, A. Abrams, M. Kleinfelder, H. Martin, M. Powers, Mrs. E. Colbert, L. Stritmatter, L. Benjamin, M. Stone, M. Smith, M. Powers, E. Lillish, E. Anderson, L. Richards and S. Donohue.

### TO DRIVE OUT SLAUGHTER HOUSES.

A bill has been introduced in the State Senate at Albany to bar all slaughtering and rendering plants from the City of New York after July 1, 1916. Senator Carroll is the author of the measure, which has been read twice in the Senate and referred to the Cities Committee. It is the same measure as that put in last year, which never reached a vote. The text of the bill is as follows:

Section 1. The Greater New York charter, as re-enacted by chapter four hundred and sixty-six of the laws of nineteen hundred and one, is hereby amended by inserting therein a new section, to be section twelve hundred and twelve-a, to read as follows:

Slaughter houses and fat rendering establishments.

1212-a. After July first, nineteen hundred and sixteen, it shall not be lawful for any person or corporation to carry on, establish, prosecute, or continue within the City of New York the occupation, trade or business of slaughtering animals or fowls, or the melting or rendering of fat, tallow or lard, and any such establishment or place of business existing within the city shall, after such date, be removed, and such trade, occupation or business shall be abated and discontinued. It shall be the duty of the Board of Health to ascertain whether any such trade or business is carried on, continued or established after such date, within the City of New York, and to make and cause an order to be served, in the same manner as other orders of such department are made and served, directing the discontinuance of such trade or business, and the removal of all offensive or unwholesome materials or things pertaining to such trade or business.

## OUT AMONG THE TRADE.

Ed. Kauffman, who has been well known for many years in West Washington Market, and to almost every butcher in Greater New York, is now in charge of the provision department of David Meyer, handling all the fresh and corned meats and the smoked goods. Under his able management the business is extremely satisfactory.

A white shop always looks well and draws trade, because the public have been educated to cleanliness as well as quality. Courtesy and promptness are also appreciated. That is why the little shop of J. Bernheim at No. 61 W. 102nd street, is getting its share of the business. Mr. Bernheim does all his own cutting, opens and closes his shop himself and watches the pennies carefully. Nuff sed!

The following has been conceived by one of New York's well known butchers as being the proper line of thought when business is bad, meats are high, collections are poor and everything seems to be going dead wrong. The gentleman in question is noted for never losing his temper or using cuss words, except on the one occasion when a 40-pound bass broke his line and then wriggled his tail at him in a derisive good-bye. He says:

Little shops always look spick and span. That of Rudolph Arndt at No. 603 Amsterdam avenue, formerly owned by Tom Miller, is particularly so. "Rudy," as he is known in the neighborhood, is one of the young boss butchers, and this is his first venture for himself, after serving a ten-year apprenticeship in the neighborhood. His goods are the best that can be bought and that, combined with hard work, makes "Rudy" feel very well satisfied.

There are so many shops for sale these days, due to bad management, lack of capital and various and sundry reasons, that it is a relief to come across a shop-keeper who is thoroughly satisfied, and whose shop is not for sale at any price. That's how I. Kronenthal, of No. 3056 Third avenue, feels about it. It's his first shop, and he has been located there for the past nine years, and the business is now in splendid shape, due to his good business ability. His customers know that when he makes a promise it will be kept. They have learned that the quality of his goods is always of the best obtainable. He has always been fair to them, and is a firm believer in advertising. All of which have brought the most satisfactory results in a neighborhood where many butchers are doing or trying to do business, which shows it's not the neighborhood or the shop, but the man.

Build for yourself a strong box;  
Fashion each part with care.  
When it's strong as your hand can make it  
Put all your troubles there.  
Hide there all thoughts of your failures,  
And each bitter cup you quaff;  
Lock all your heartaches within it,  
Then sit on the lid and laugh.

Tell no one else its contents;  
Never its secrets share;  
When you've dropped in your care and worry,  
Keep them forever there.  
Hide them from sight so completely  
That the world will never dream half;  
Fasten the strong box securely,  
Then sit on the lid and laugh.

## THE NATIONAL PROVISIONER.

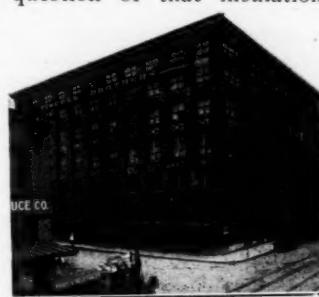
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The selection of J-M Cold Storage Insulations by the builders of your refrigerators is your assurance that precisely the right material for your requirements has been used.

The simple knowledge that J-M Insulation is used for your service dismisses at once the question of that insulation's efficiency and satisfactory performance.

J-M Responsibility protects both you and your refrigerator builder in securing to your mutual advantage an insulation of maximum efficiency.

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Seattle.  
Architect,  
John Graham,  
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## Offers You a One-Piece Flooring for Every Condition

If your floor is to be subjected to heavy trucking, to dampness, acid or by-products, etc., you should confer with this service as to its composition. Our engineers can recommend a specific mixture that will produce a monolithic floor suited perfectly to the service requirements.

J-M Mastic Floors are installed by this service anywhere on the continent. Our nearest Branch will gladly furnish further details.



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A. T. Hawk, Arch't.

## POULTRY SLAUGHTERHOUSES.

The establishment and operation of a poultry slaughterhouse is subject to a permit granted by the New York City Board of Health. Probably very few people realize the care with which the department supervises these establishments and the extent to which this supervision protects an important article of food. The report of every inspection of a poultry slaughterhouse embraces information on twenty-six different points, each of which bears very directly on the sanitary condition of the plant.

Thus inquiry is made concerning the character and construction of the floors, and whether they are swept, flushed or scrubbed at the close of each day's operation; the character and condition of the walls and ceil-

ing; illumination and ventilation of the plant; character of the cages as to cleanliness, etc.; the provision of hot and cold running water, including hose connections for flushing purposes; the provision of a separate killing room and of a non-absorbent killing trough discharging over a properly trapped sewer-connected drain; the cleanliness of killing rooms, the killing trough and appurtenances; the provision of properly covered refuse receptacles; the provision of adequate toilet facilities; general character of the plumbing; screening of doors and windows, etc., etc.

At the present time there are over 110 poultry slaughterhouses in operation in this city, and their yearly killings amount to 15,000,000 pounds.



